

FIG. 1A

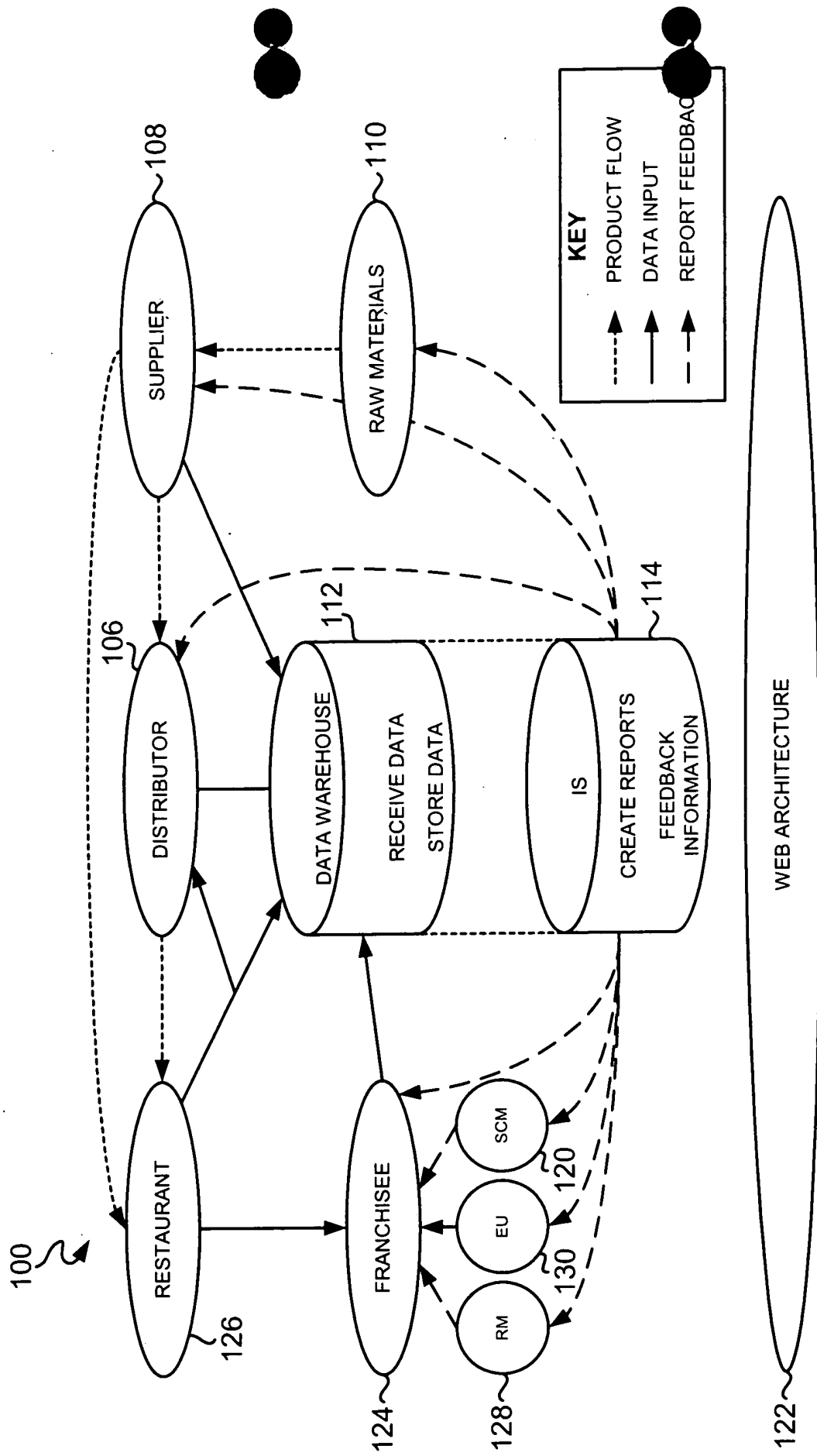
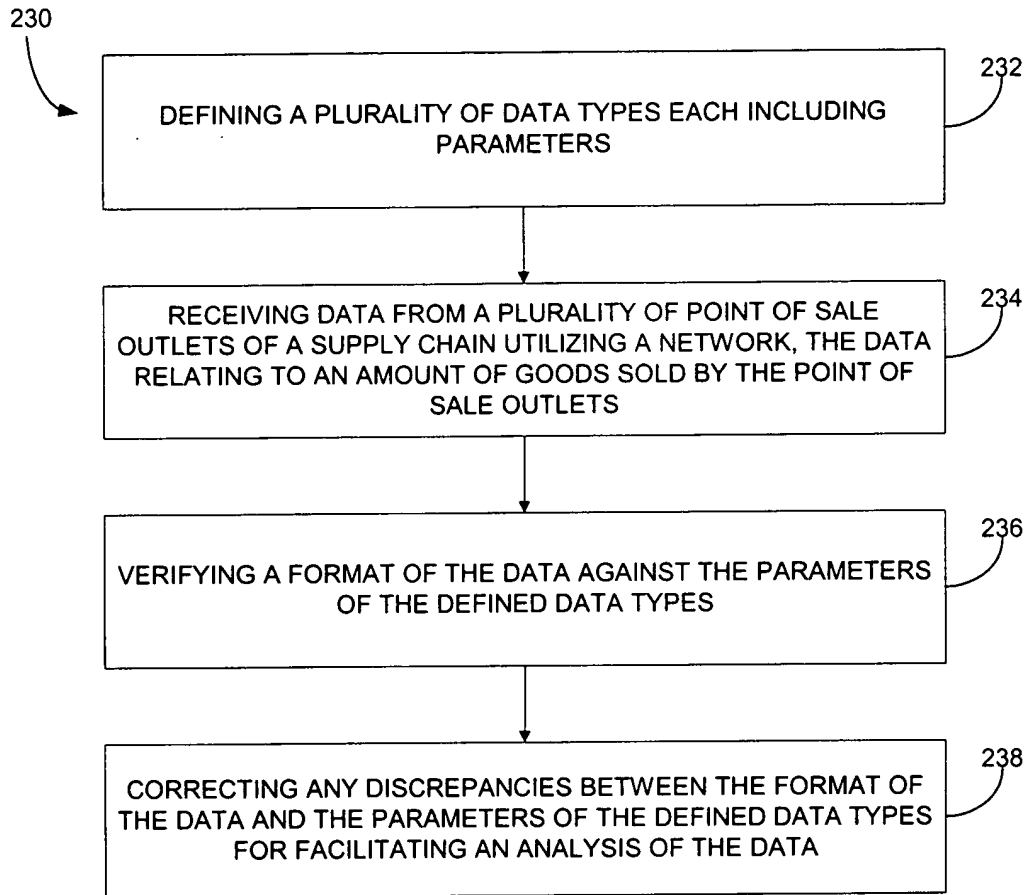
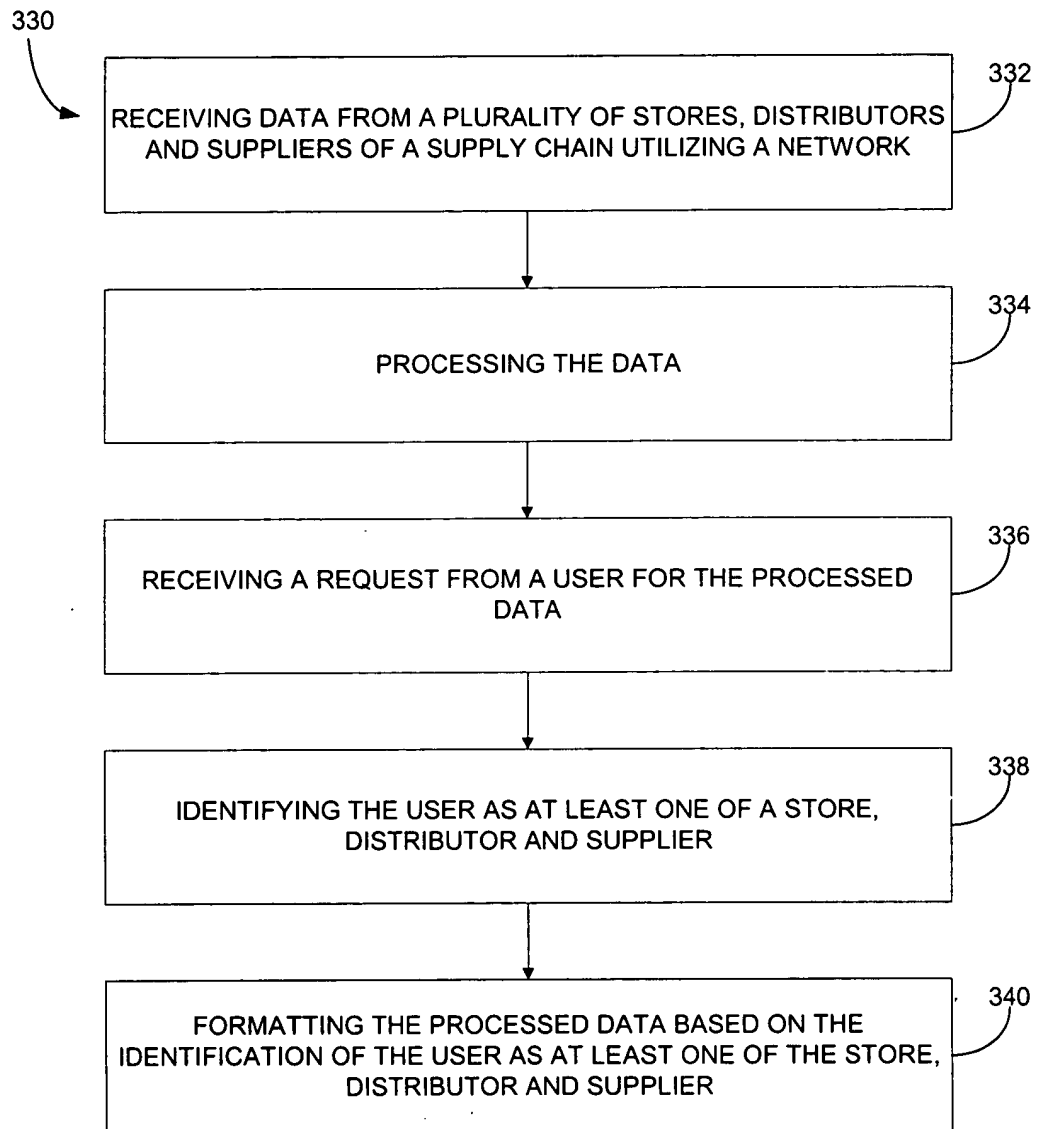


FIG. 1B

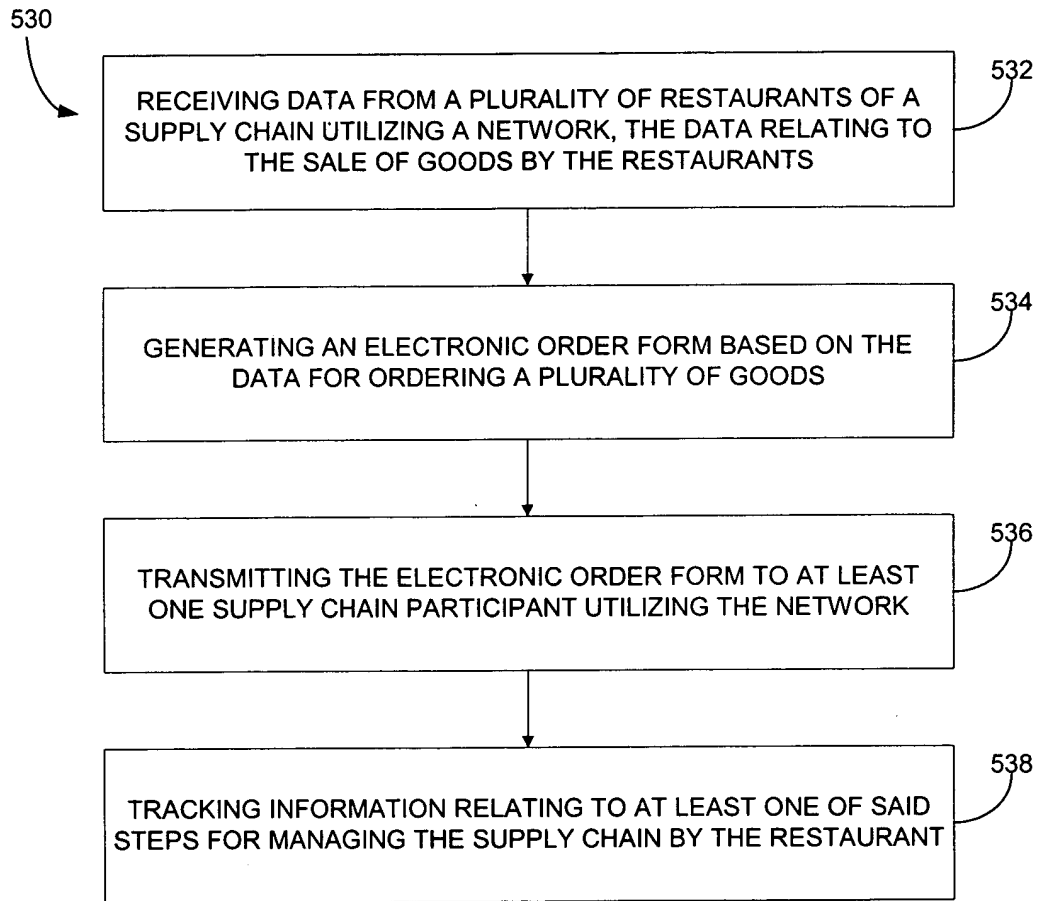


**FIG. 2**

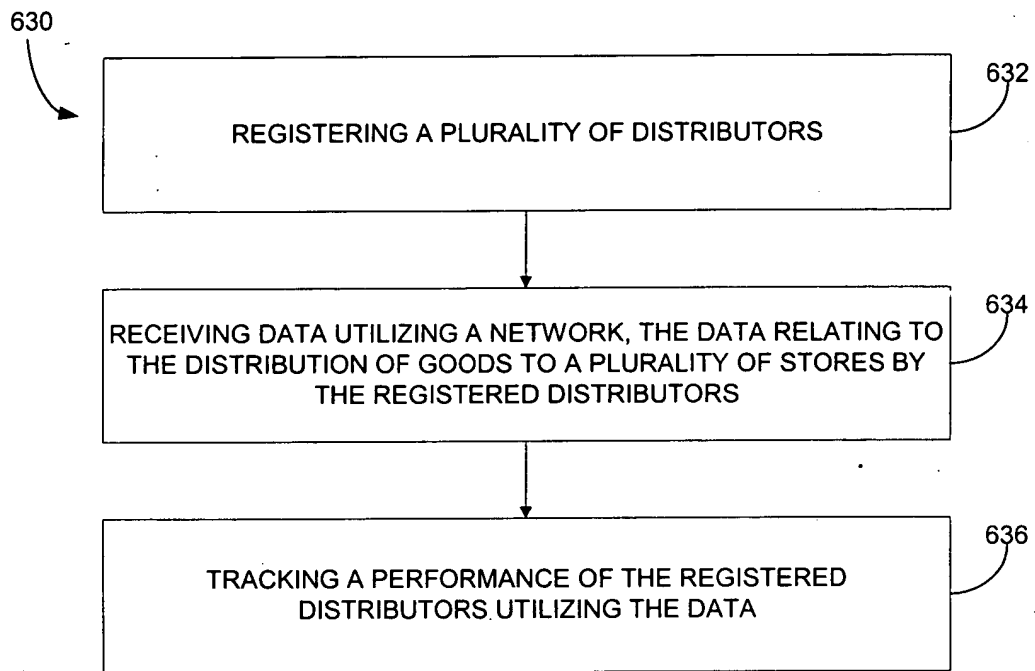


**FIG. 3**

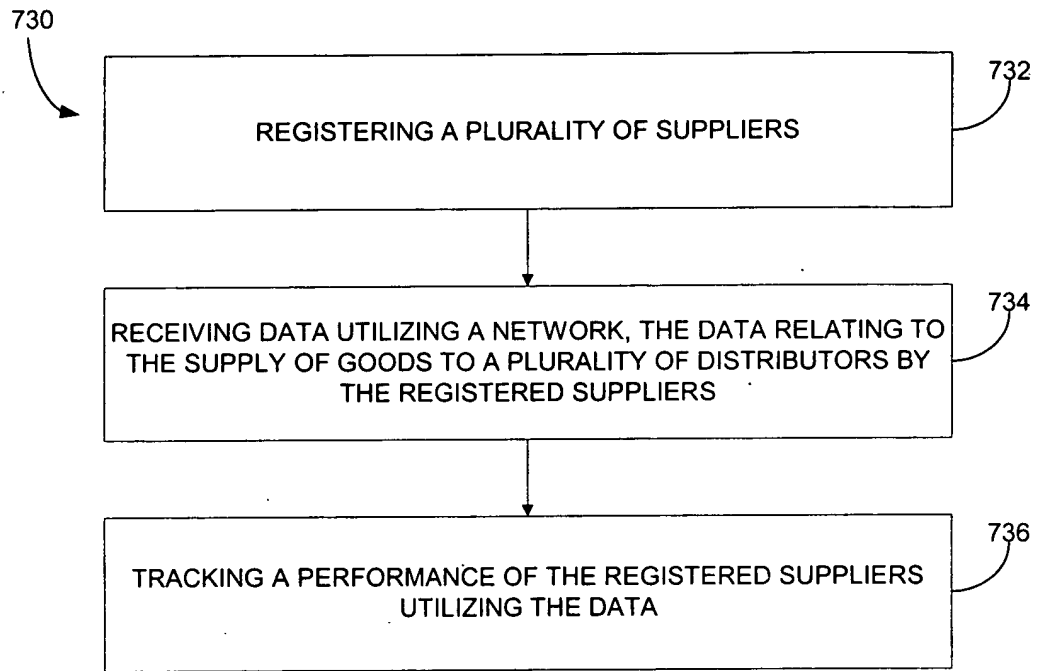
Fig. 4



**FIG. 5**



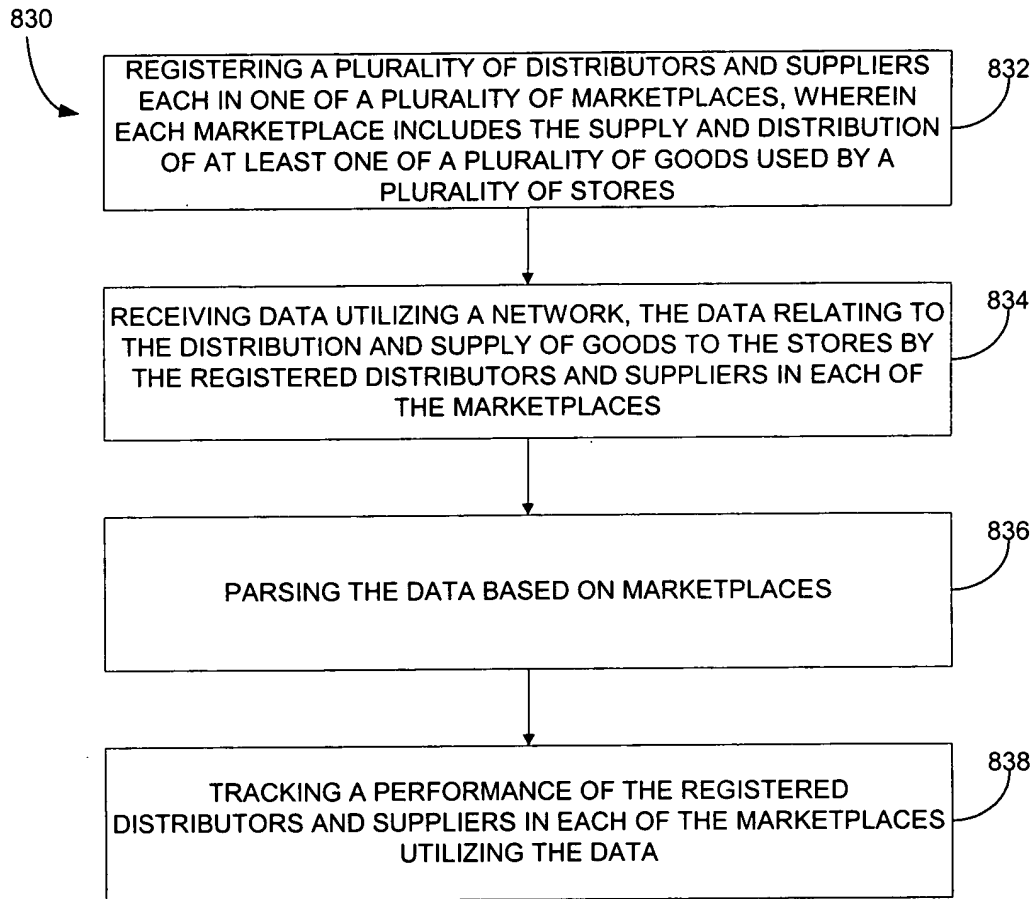
**FIG. 6**



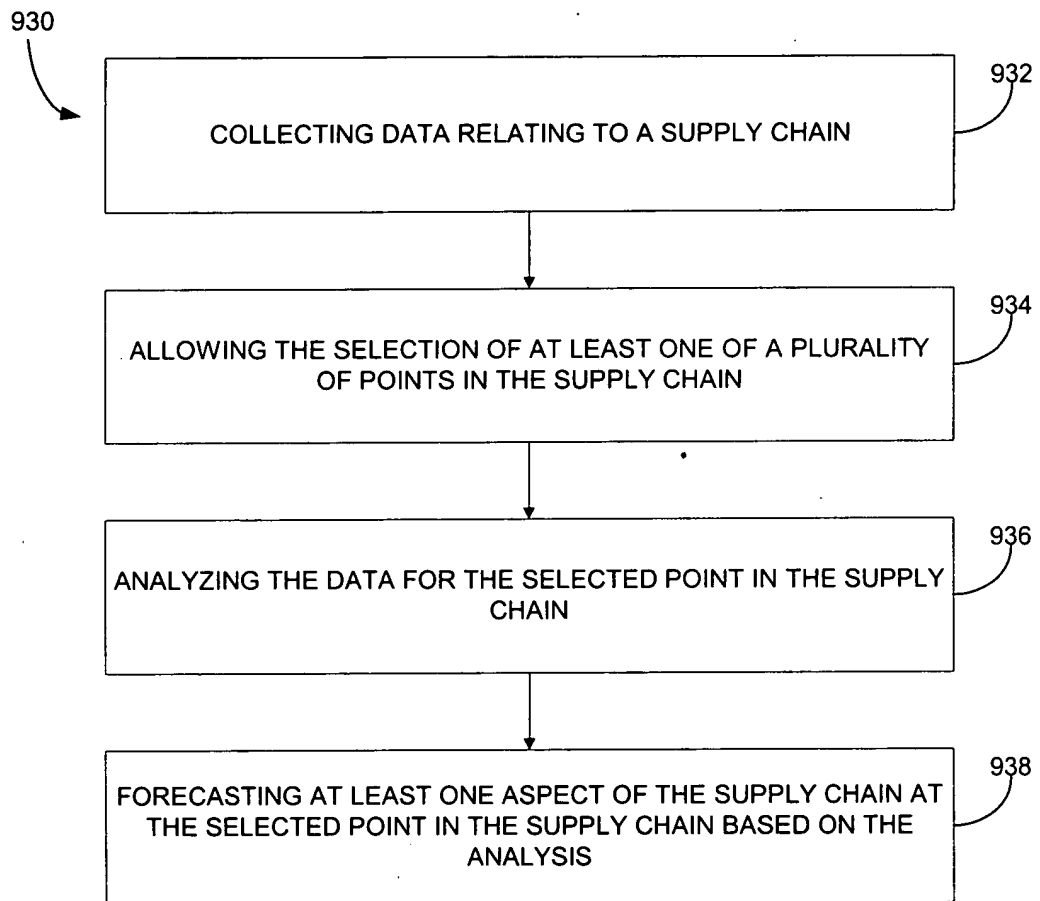
**FIG. 7**

FIG. 7

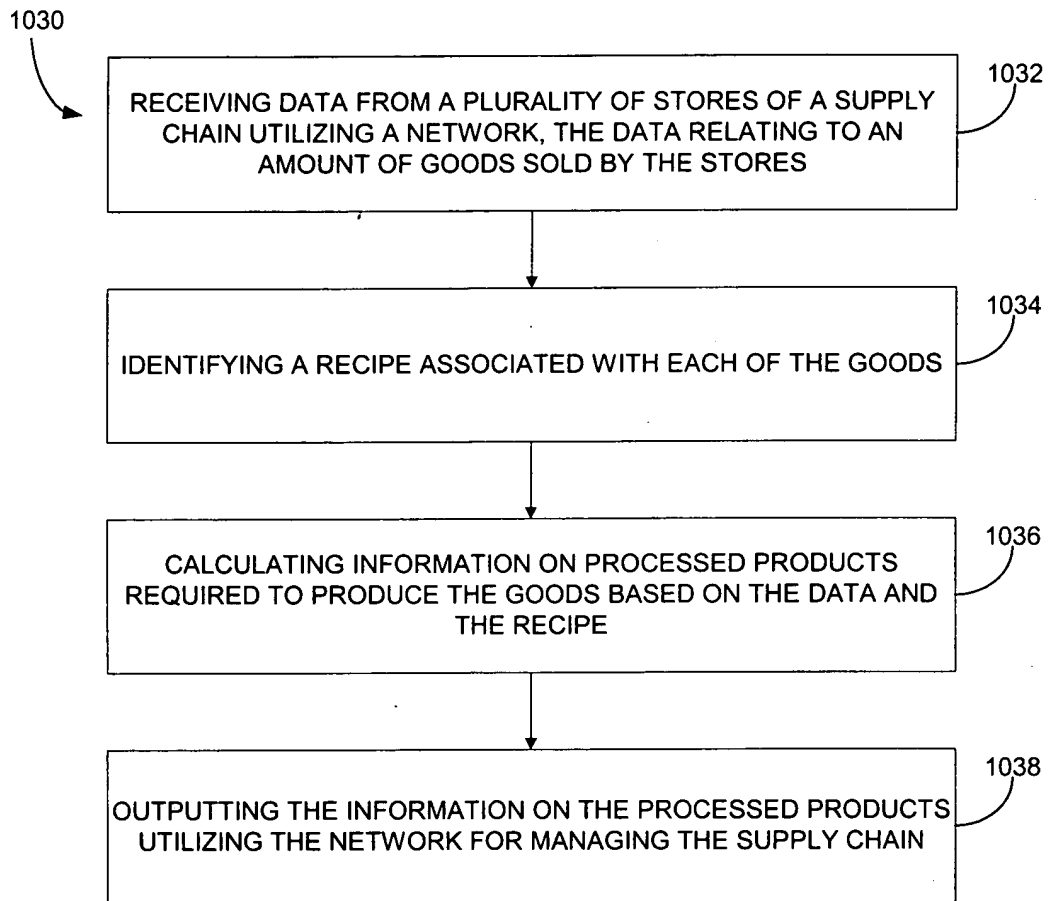




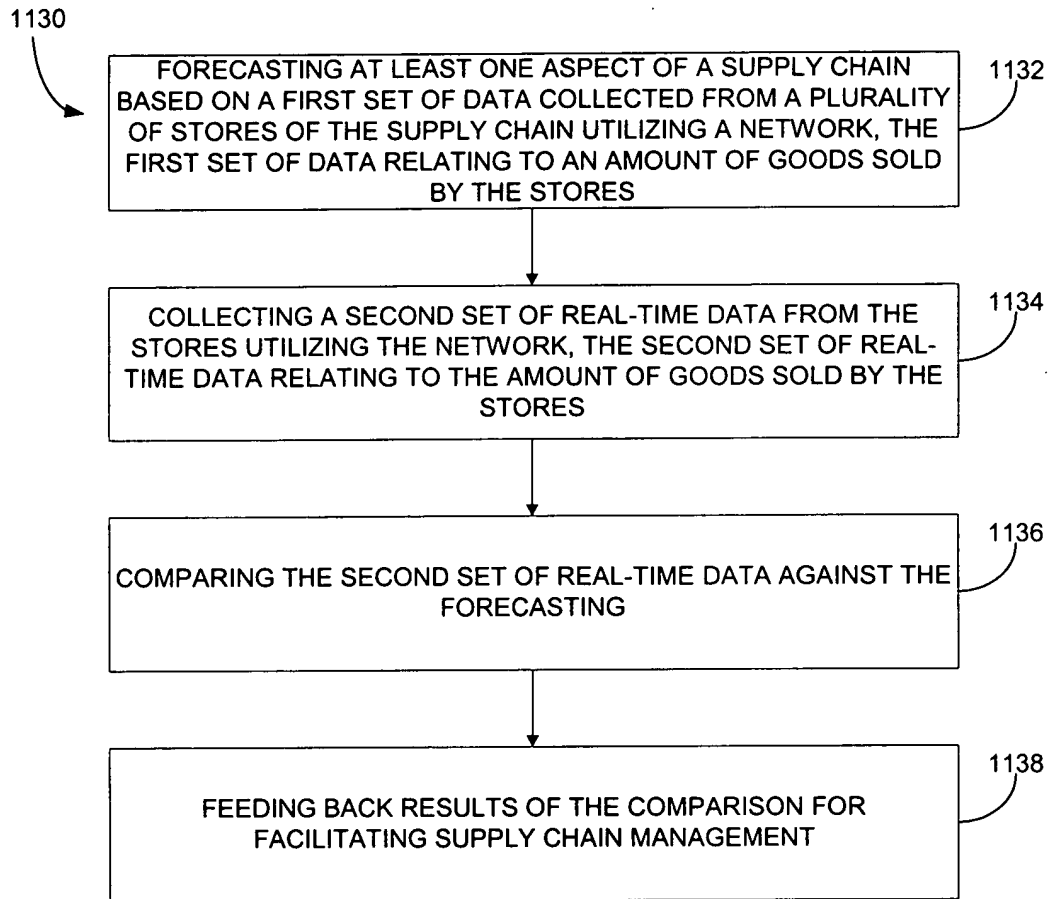
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

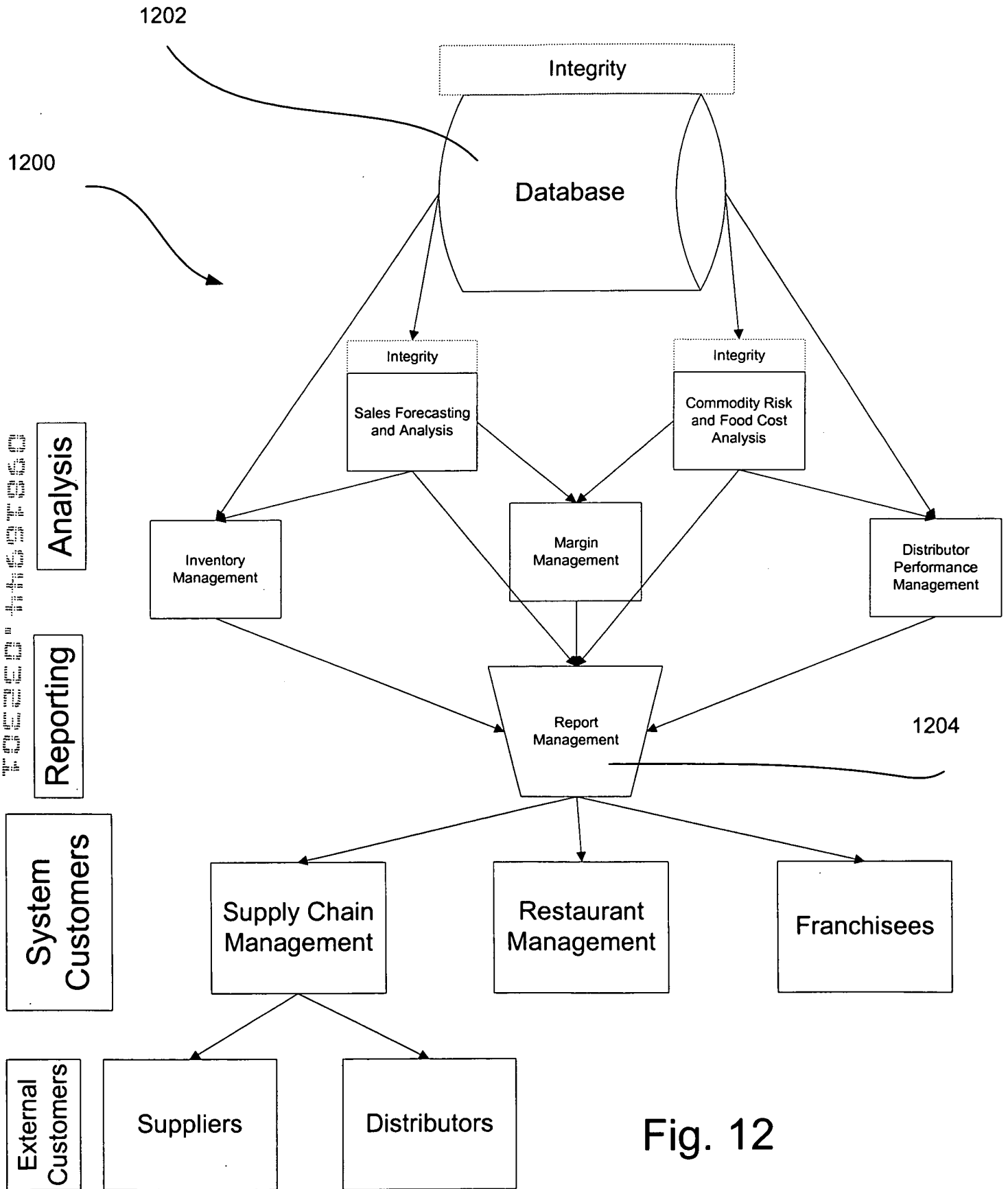
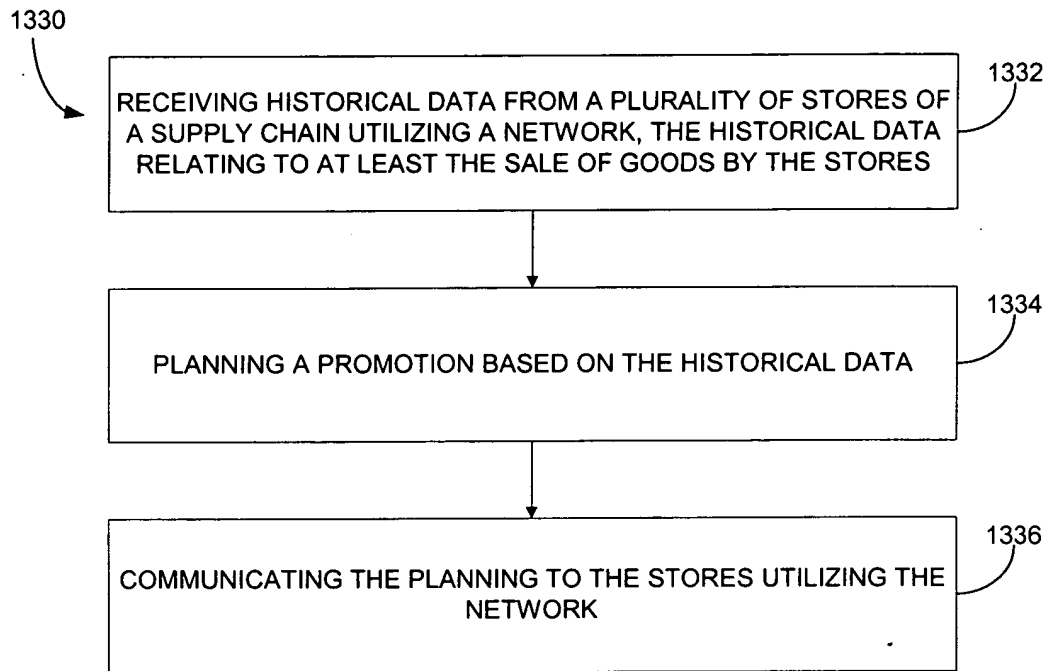
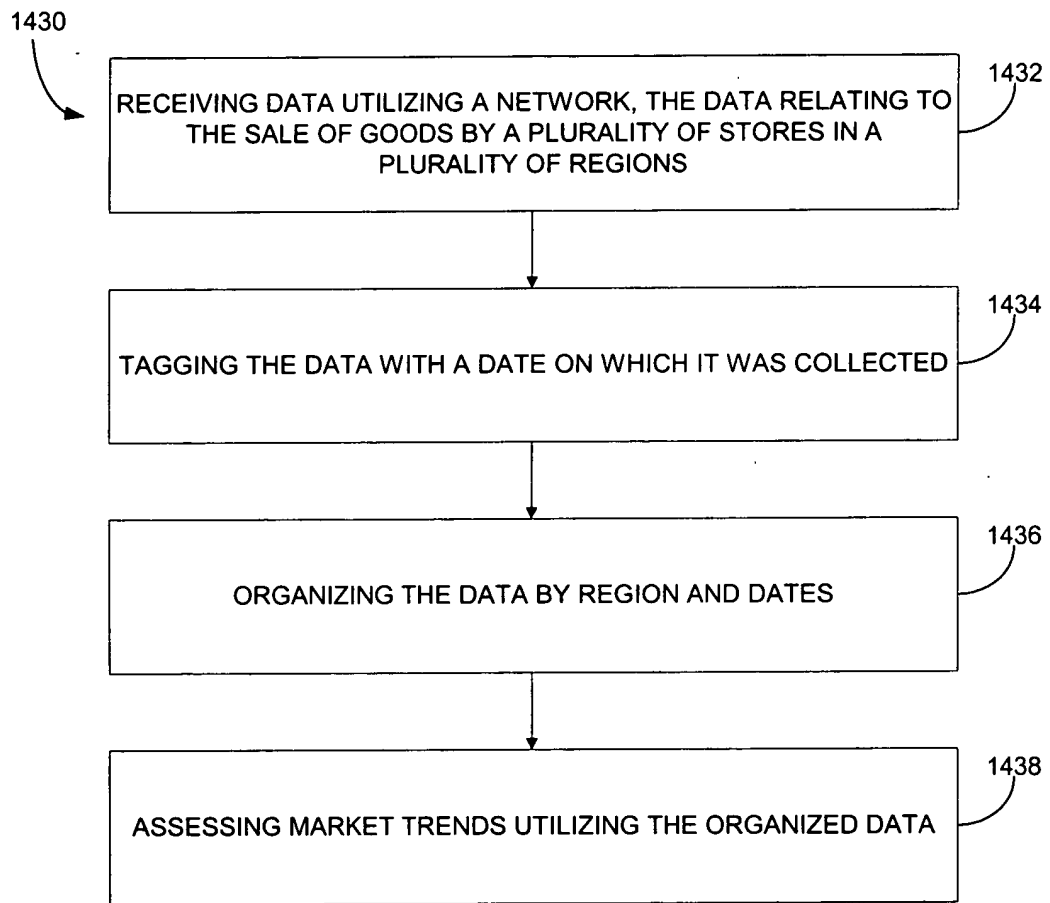


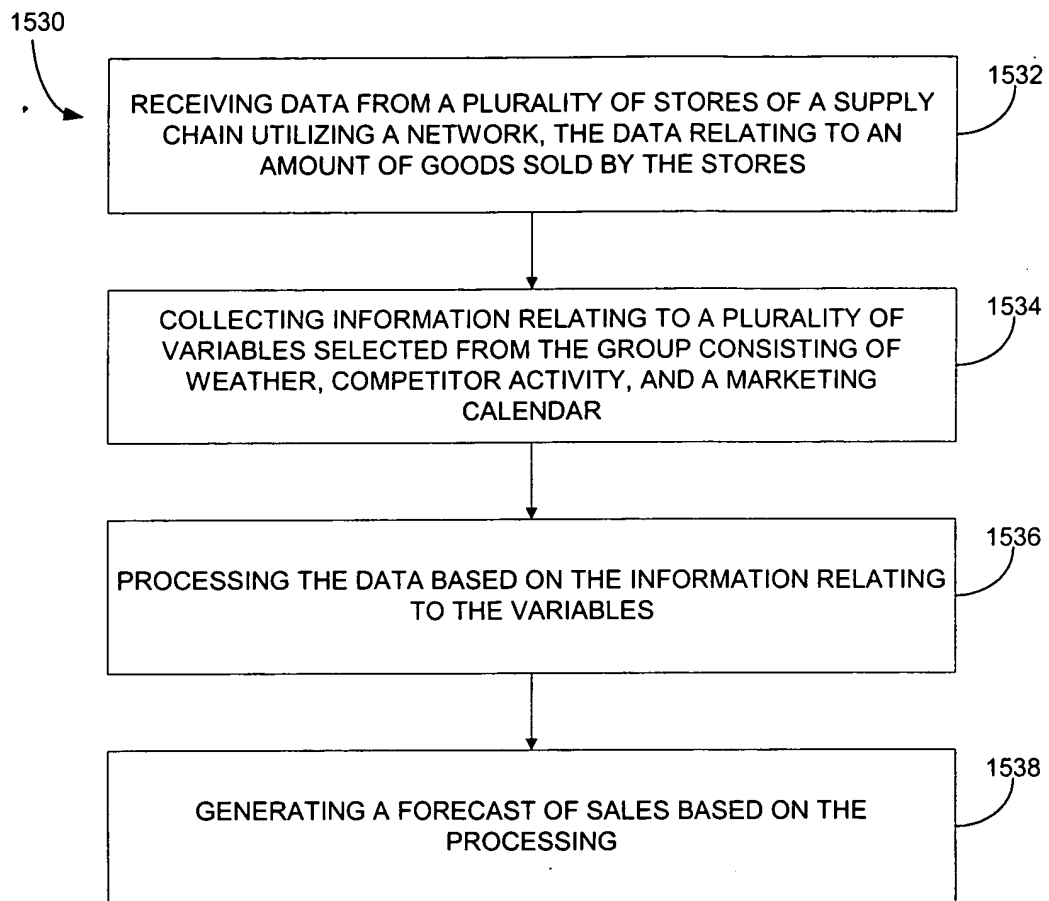
Fig. 12



**FIG. 13**

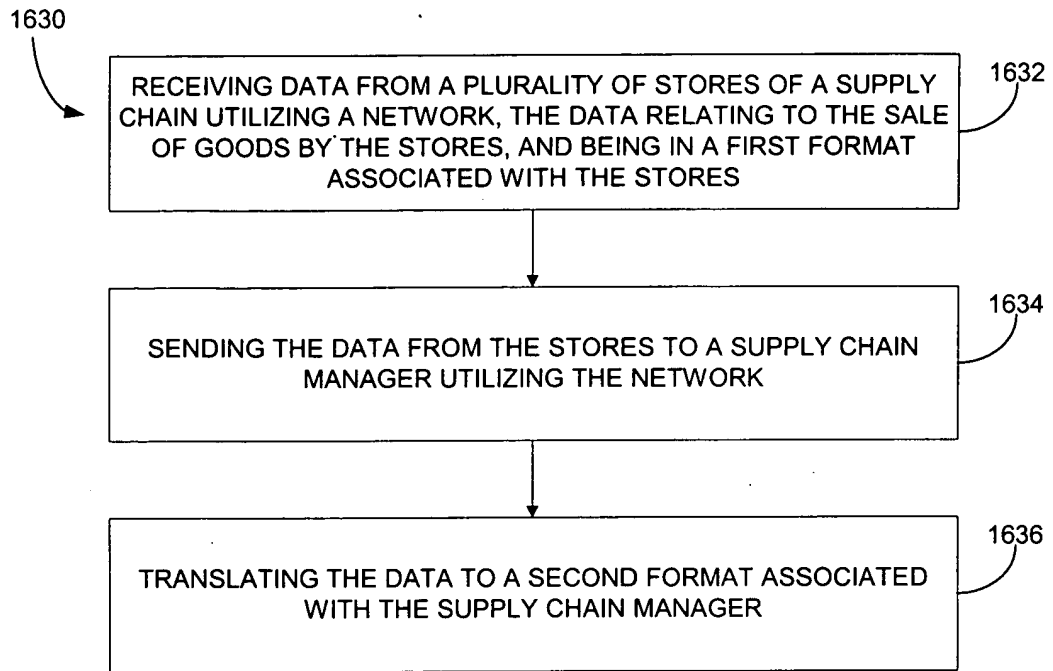


**FIG. 14**

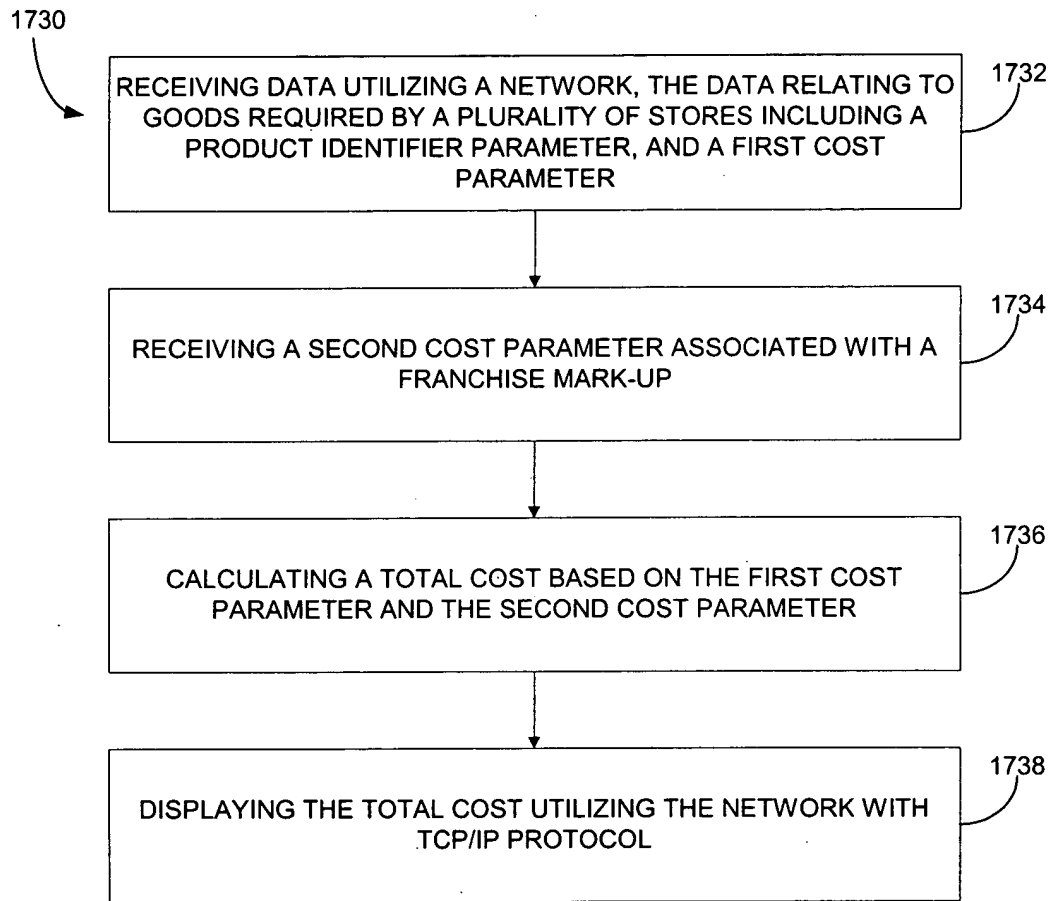


**FIG. 15**

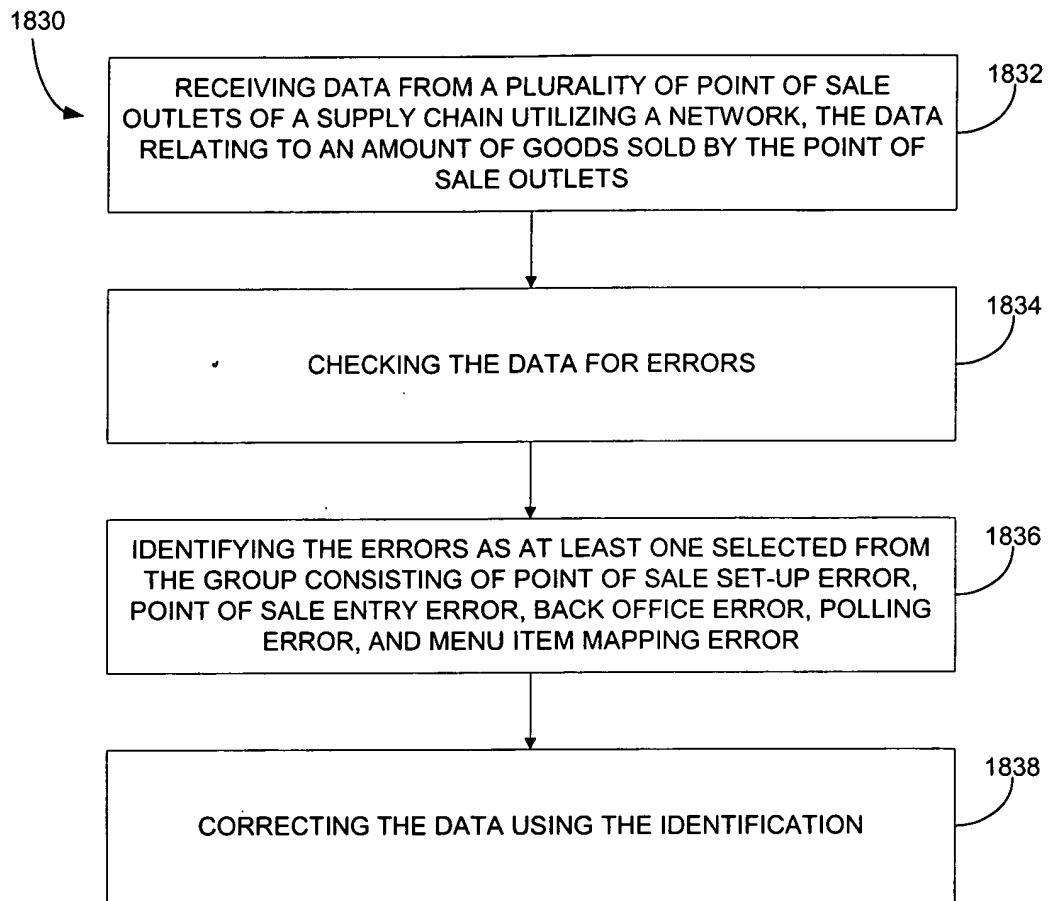




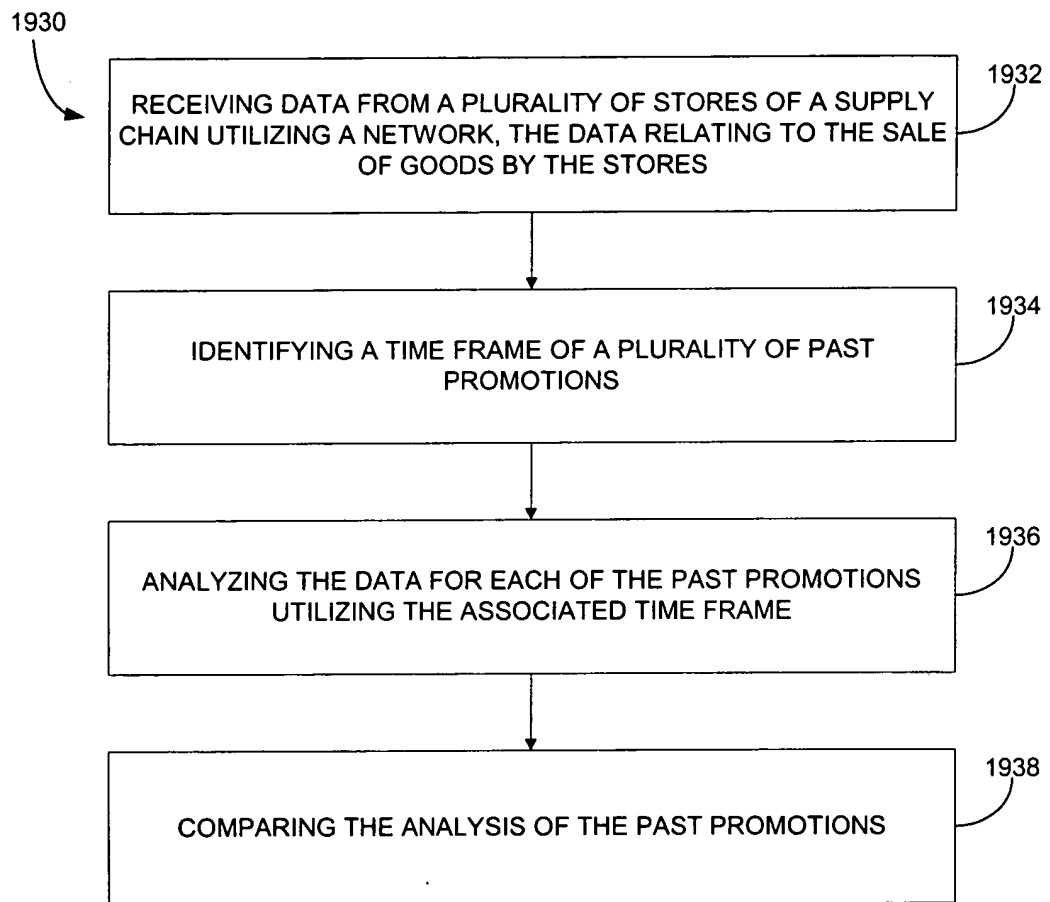
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

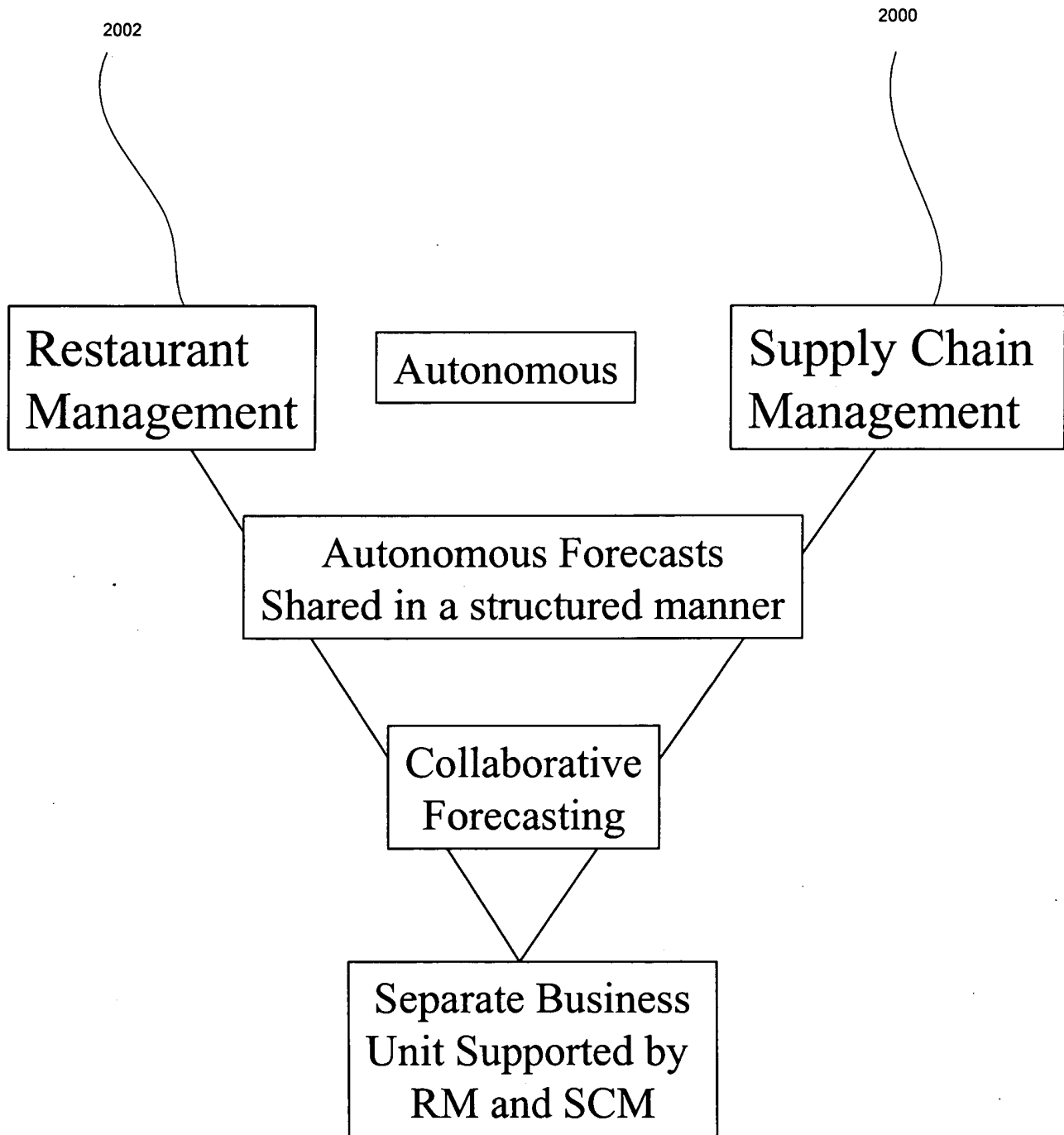


Fig. 20

# Fig. 21

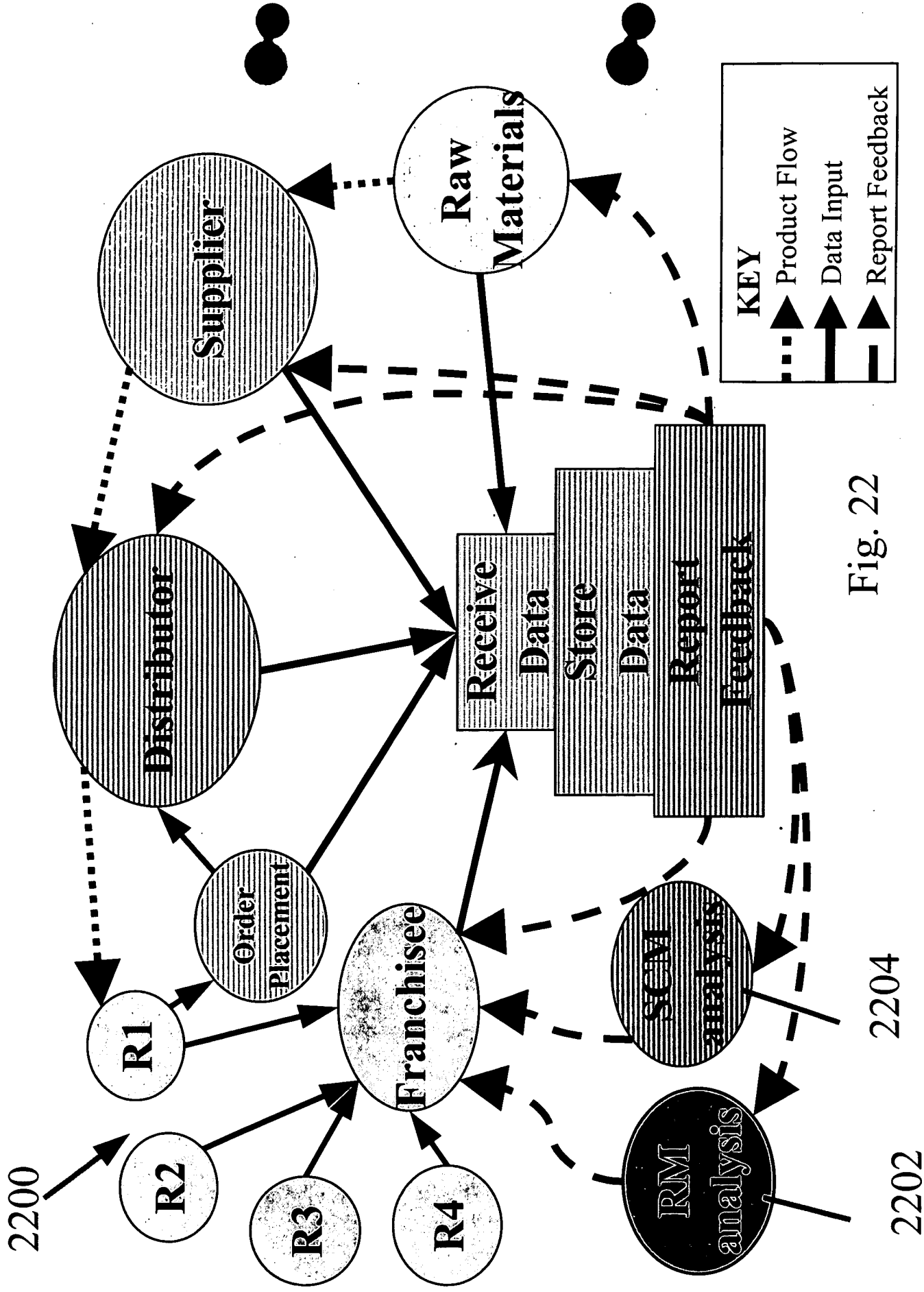
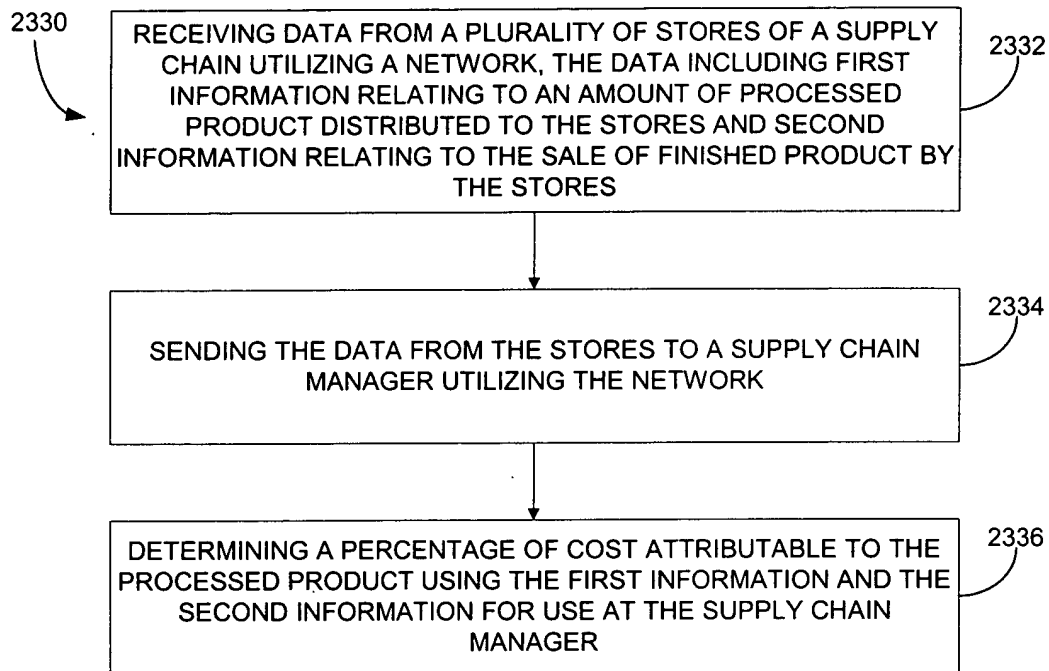


Fig. 22



**FIG. 23**



FIG. 24

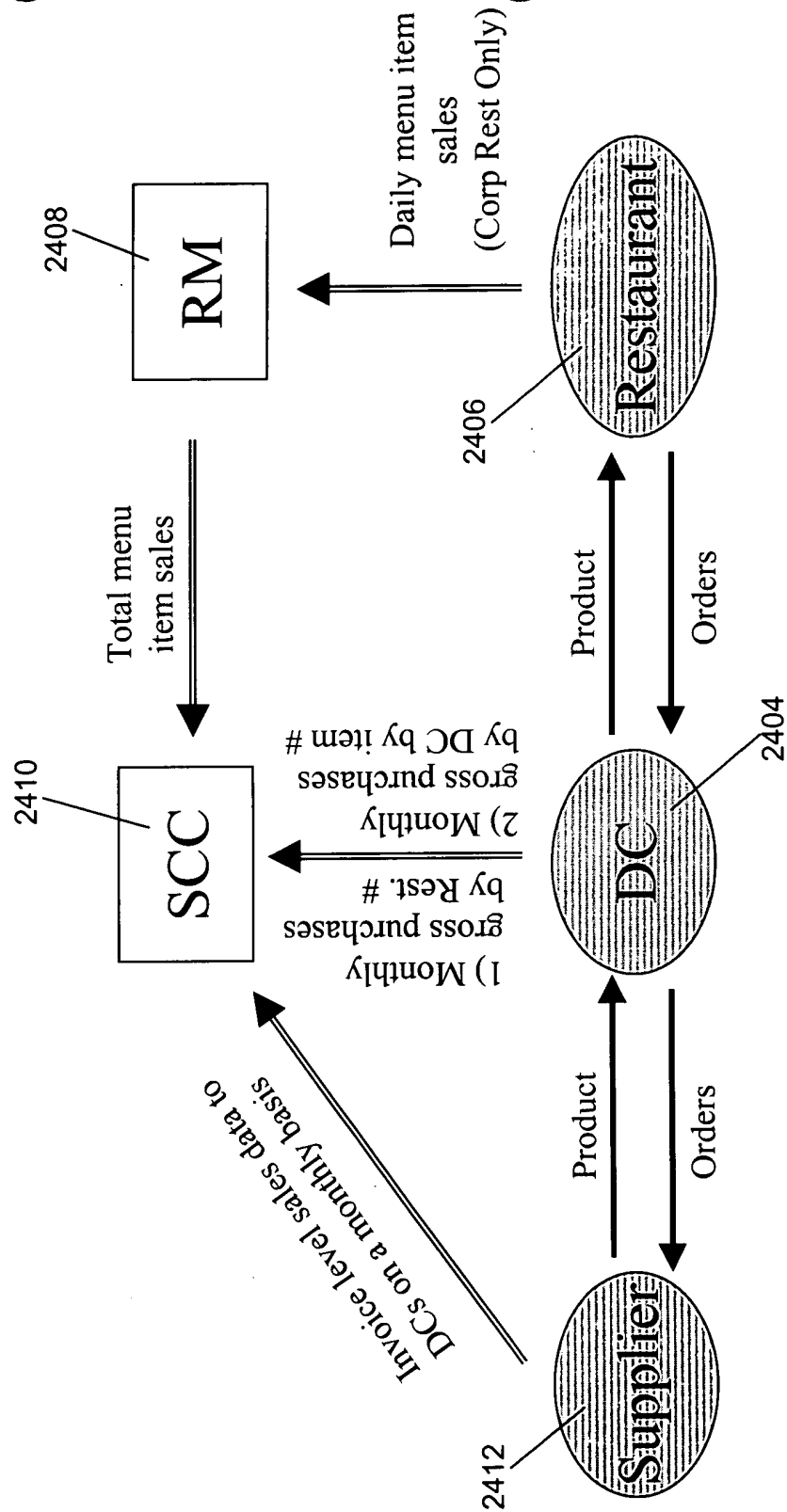


FIG. 25

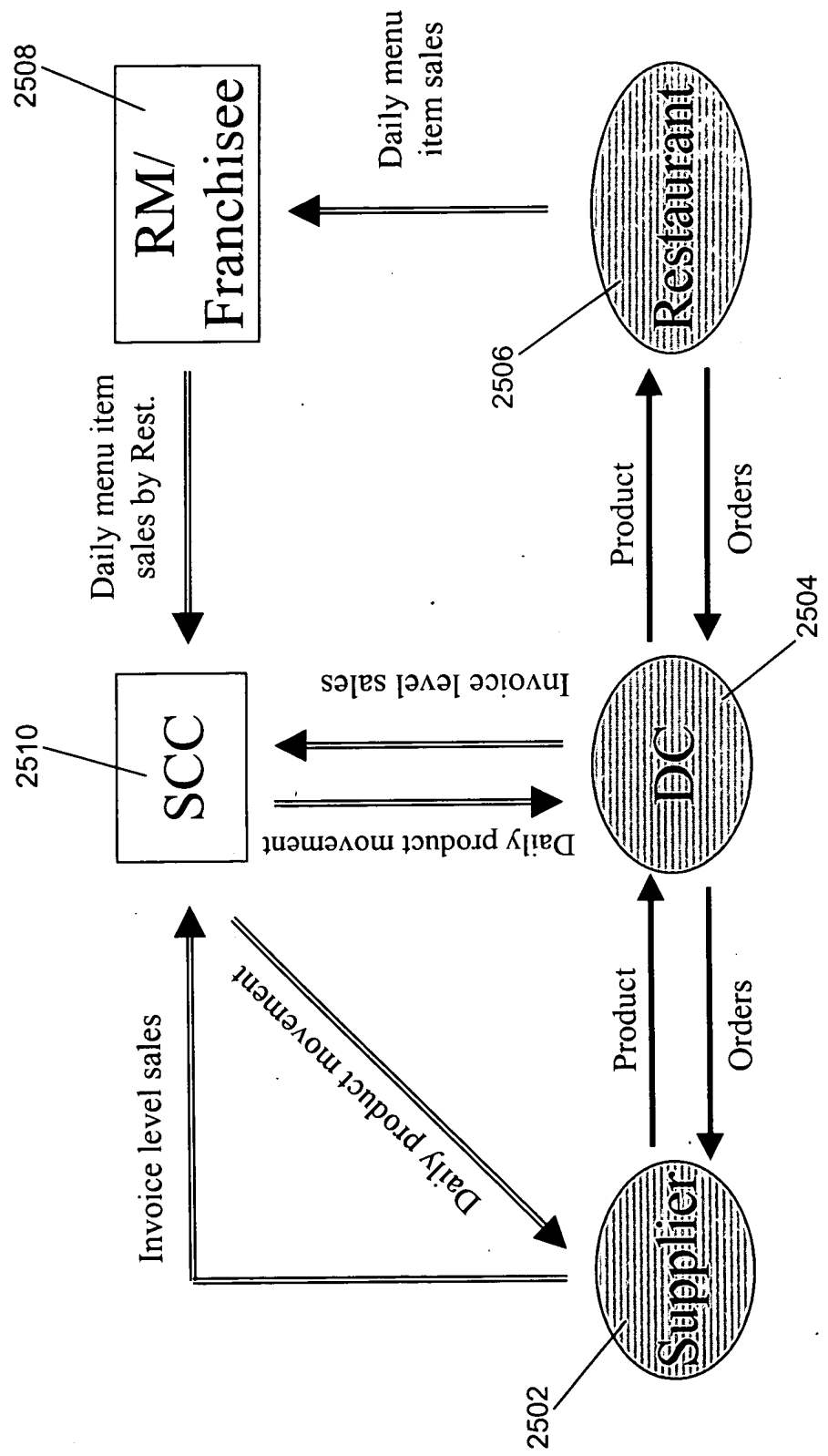




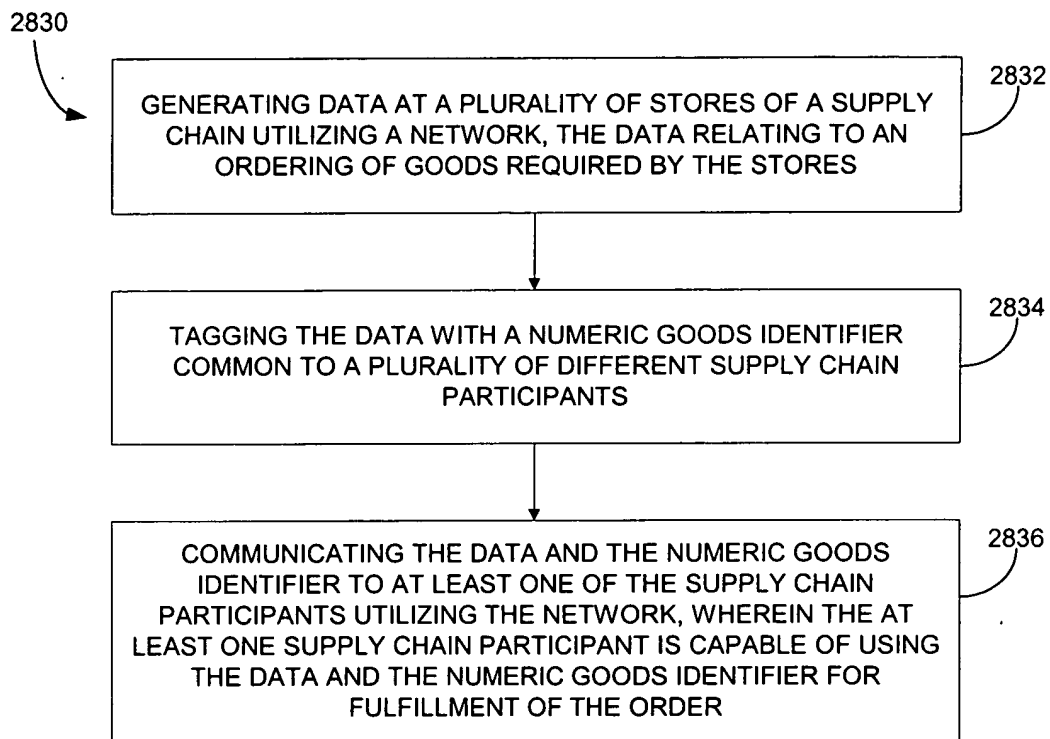
FIG. 27

2700

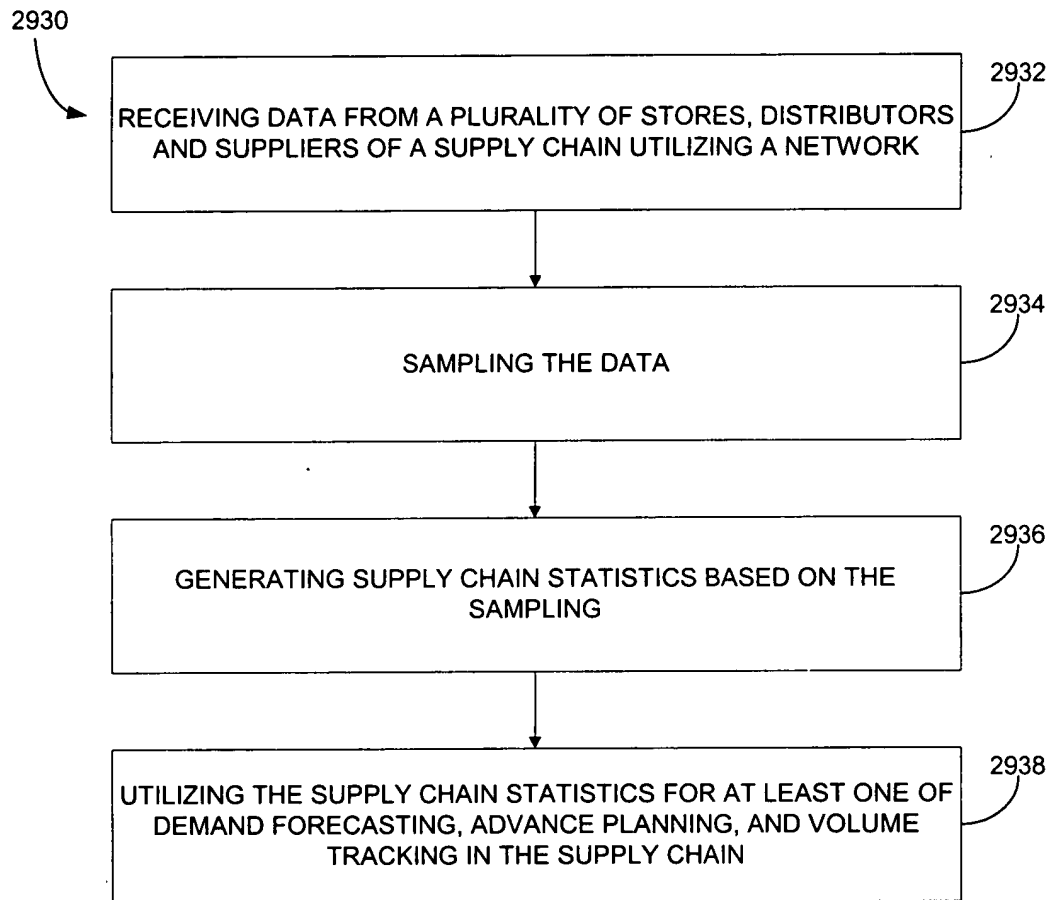
Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



**FIG. 28**



**FIG. 29**

3000

Distribution Center: Alliant TopekaTime Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

<b>Total Cases Ordered:</b>	<b>65712</b>
-----------------------------	--------------

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

<b>Delivery Order Fill Rate:</b>	<b>97.52%</b>
----------------------------------	---------------

### On-Time Delivery Rate

<b>Total # of Deliveries:</b>	1232
<b># of On-Time Deliveries:</b>	
<b>On-Time Delivery Rate:</b>	0.00%

### Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

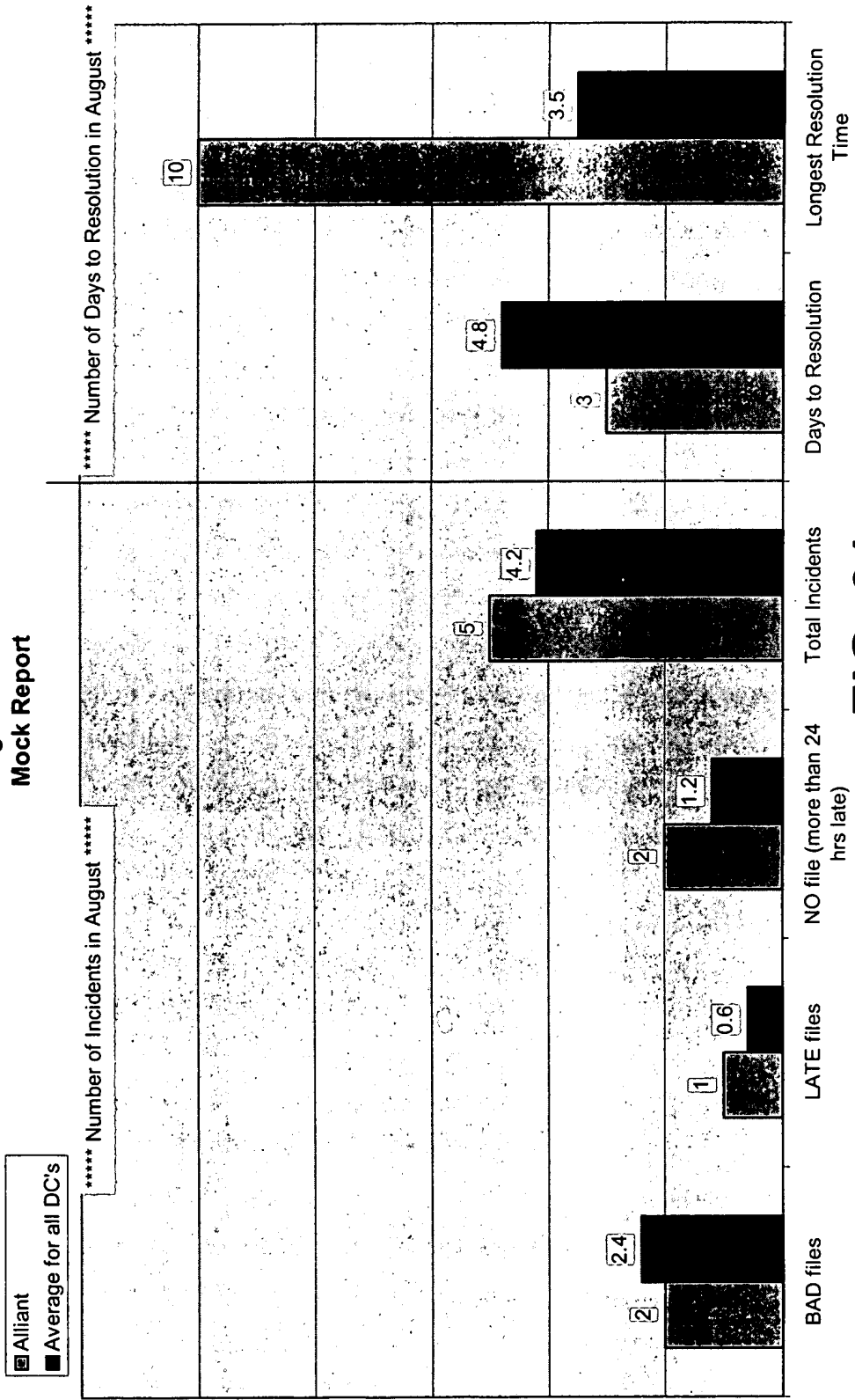


FIG. 31





# Service Level Reporting

August

3200

	Fill Rate	On - Time	Perfect Order
Alliant Paducah	99.14%	90.06%	
Alliant Topeka			
Alliant Wixom	99.05%	96.71%	
King Atlanta	99.34%	92.91%	78.70%
King Jacksonville	99.83%	98.56%	80.90%
King Louisville	99.43%	94.53%	88.88%
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England	99.83%		
MBM Fullerton	99.13%	94.15%	79.83%
MBM Lewisville	99.75%	92.68%	#DIV/0!
MBM Orlando	99.75%	98.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.83%	99.72%	98.83%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.69%	85.04%	85.97%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA Monarch	99.20%	97.79%	
Reinhart Cedar Rapids	99.05%	98.65%	
Reinhart Oak Creek	99.31%	95.69%	
Reinhart Rogers	99.59%	95.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	93.63%	
Sigma Harrisburg	99.69%		82.88%
Sigma Stockton	99.83%		
Sysco	99.83%	100.00%	92.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

**Vendor:**

**Time Period:**

**Delivery Statistics:**

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

**Invoice, Payment and Pricing:**

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

**Invoice Accuracy:**

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

**Inventory Management:**

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

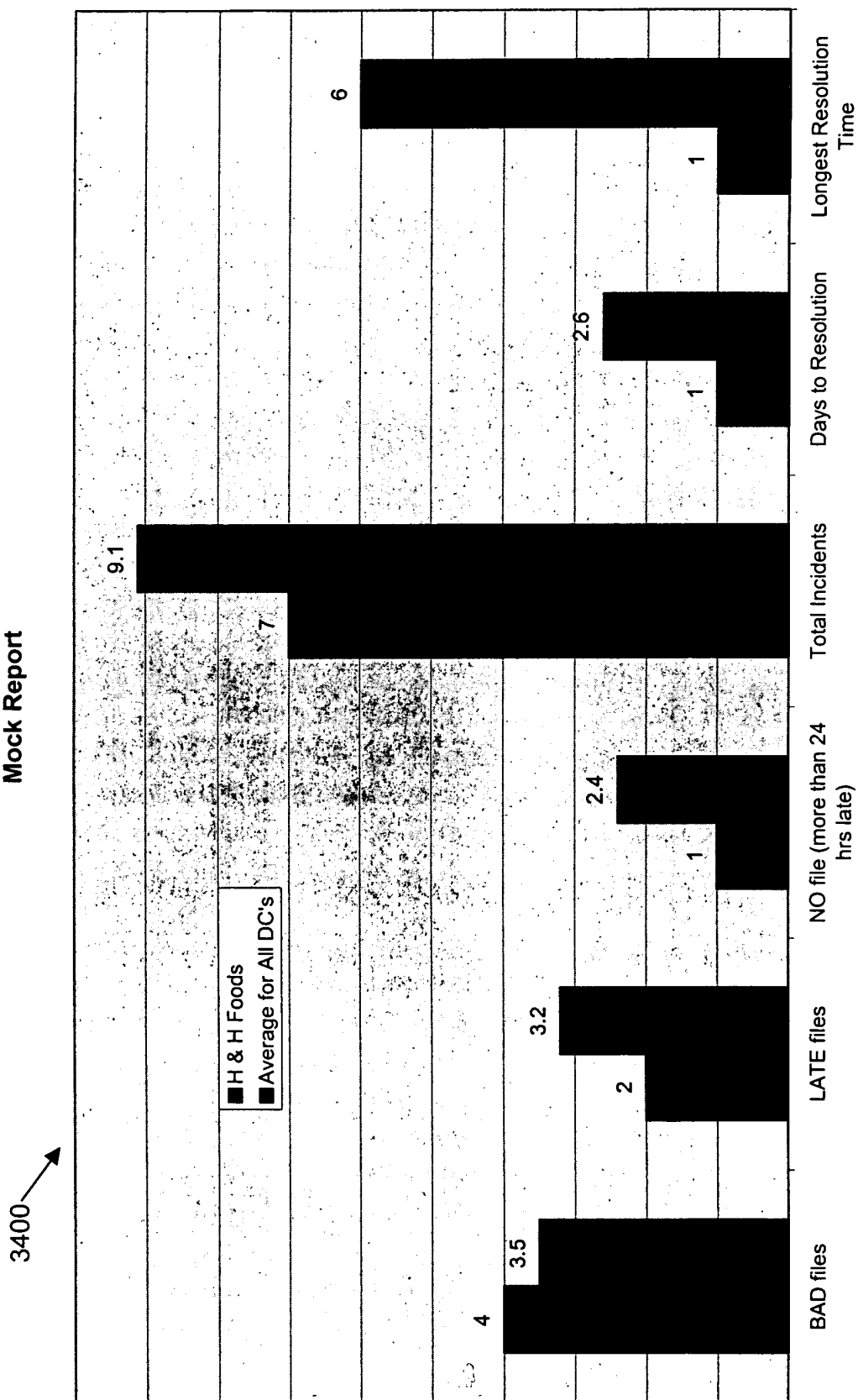
19
22
40
32

Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

**FIG. 34**

**H & H Foods - Monthly Supplier Data Feed Performance**  
**August 2000**  
**Mock Report**





3500

# FIG. 35 Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,500		2.83%
COMARK INSTRUMENTS, INC.	\$2,357		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY/COUNTRY KITCHEN	\$1,700		
NCR SYSTEM MEDIA	\$0	92.1%	2.15%
SIGNATURE MEATS GROUP	\$0		1.84%
SCHWEBEL'S BAKING CO.	\$1	95.1%	1.50%
MAUICUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING	\$0		
NORLAK, INC.	\$0		1.48%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.90%
FRESH ADVANTAGE KC	\$0		
SILVER KING - MN - CORP	\$0		
INSON FOODS	\$0		
READY ACCESS	\$0		
GEORGIA PACIFIC TISSUE	\$0	94.8%	2.43%
CLOUGHERTY PACKING	\$0	93.4%	2.51%
BEVERAGE PAIR	\$0		
COMPONENT HARDWARE GROUP, INC.	\$0		2.08%
COCOA COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS	\$0	96.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS	\$0		1.04%
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY	\$0	93.3%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600

Mock Report/1

FY01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
------	--------	--------	--------	--------	--------	--------	--------	--------

Food Cost Index

Plan	99.75	99.69	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10						

Variance  
Good/(Bad)

0.30

Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08					

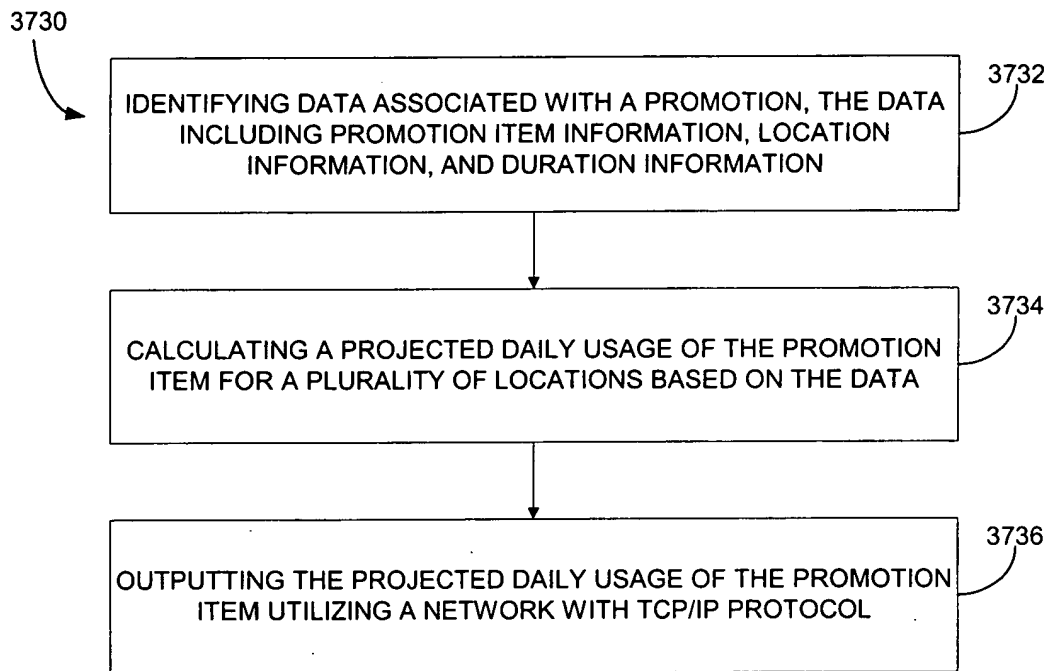
Variance  
Good/(Bad)

\$1.14  
0.6%

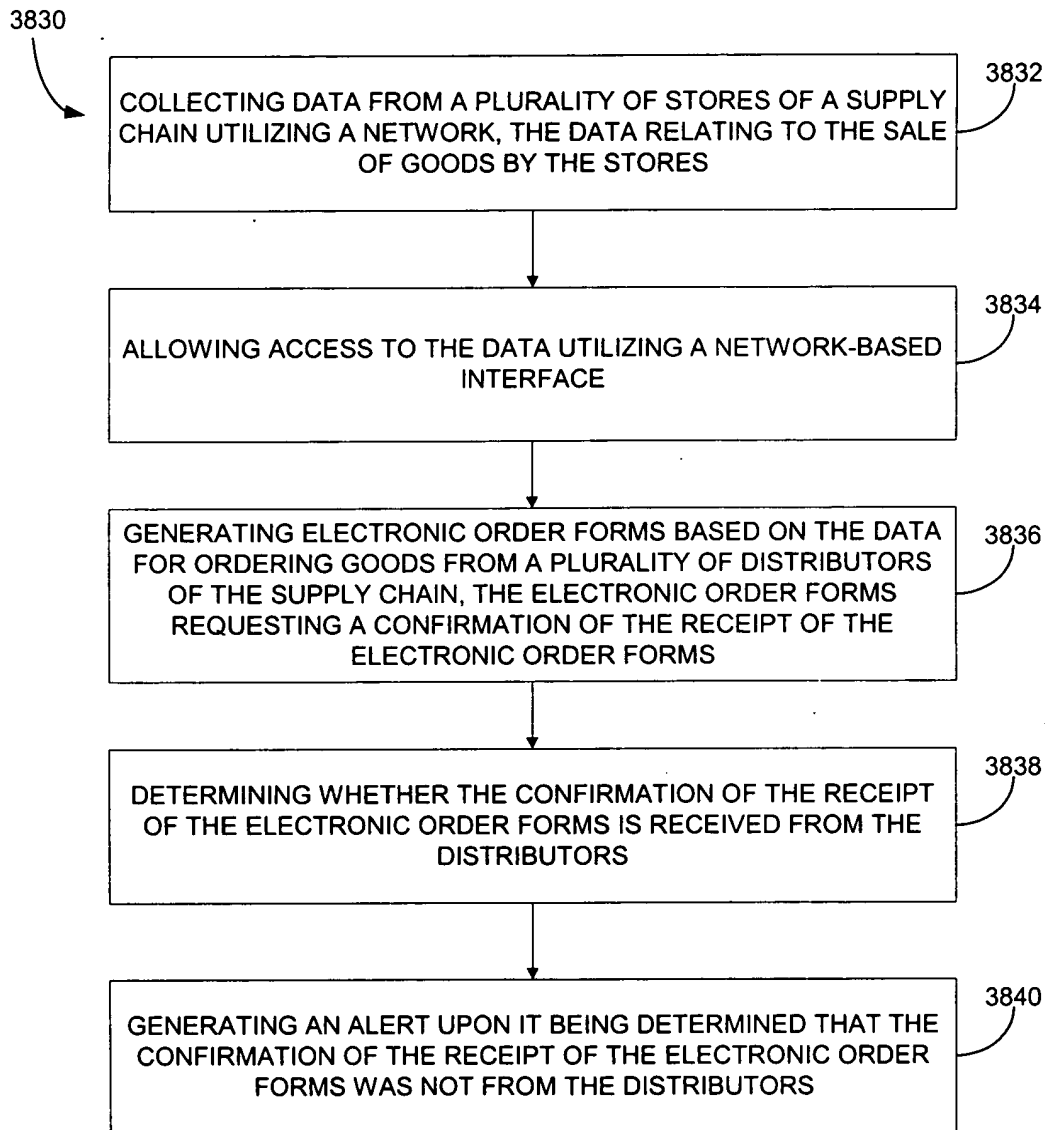
\$0.65  
0.4%

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

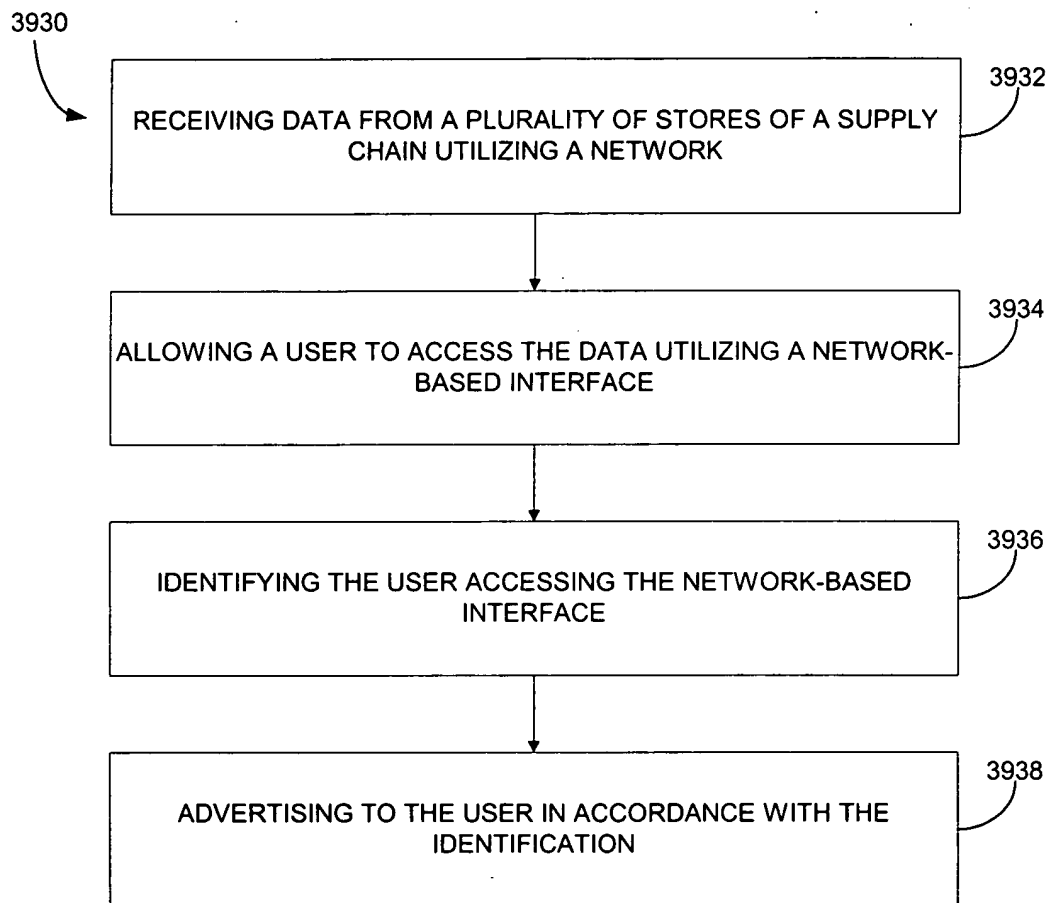
FIG. 36



**FIG. 37**

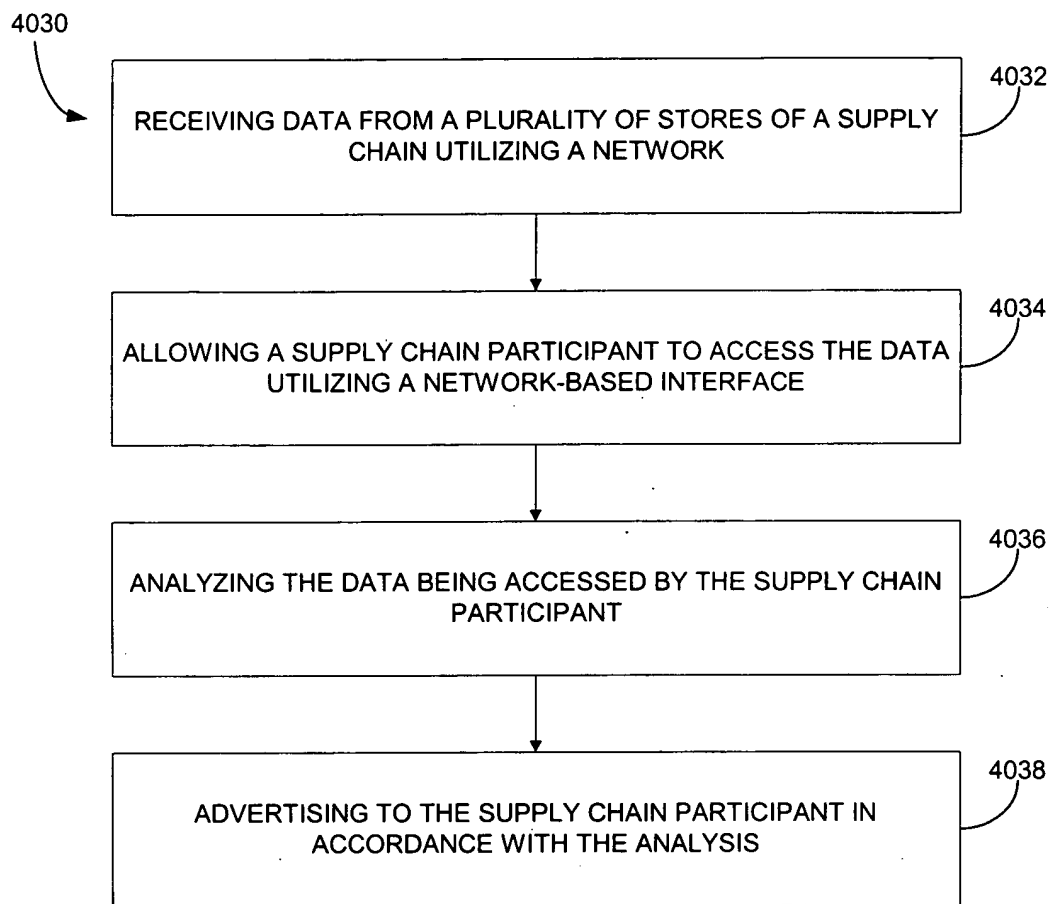


**FIG. 38**

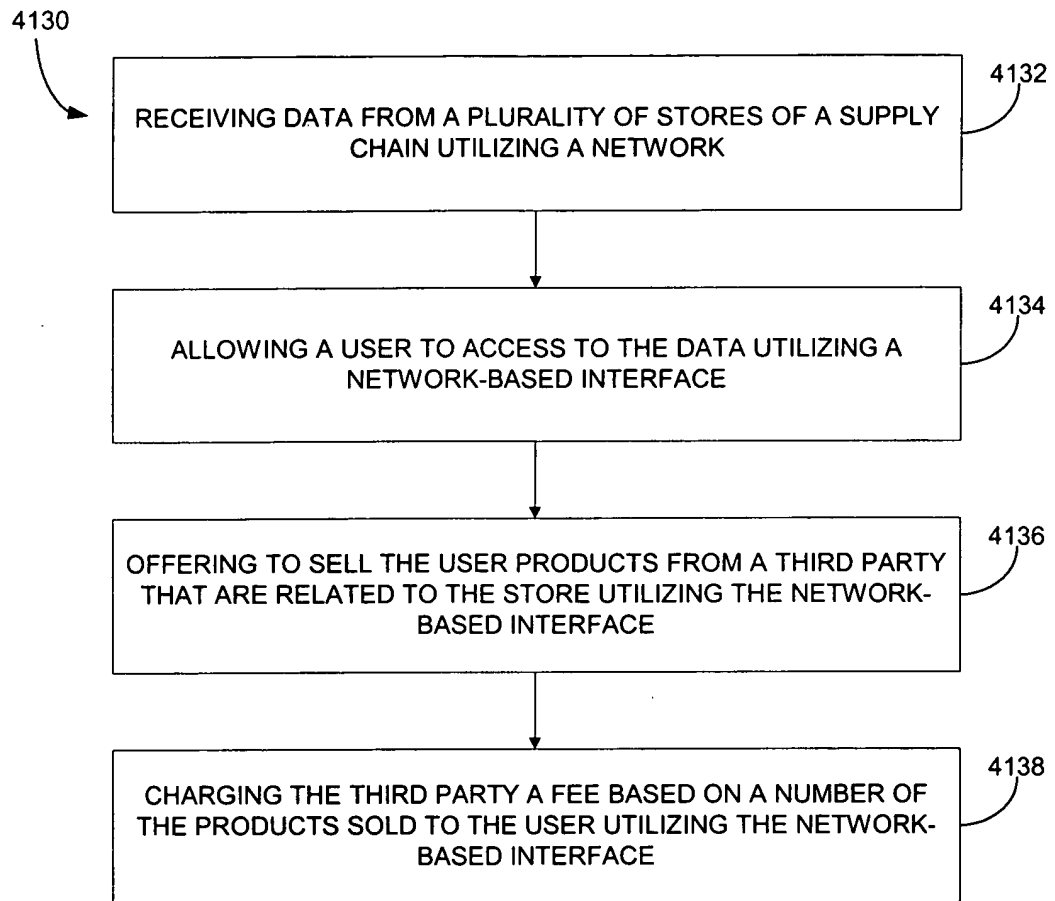


**FIG. 39**

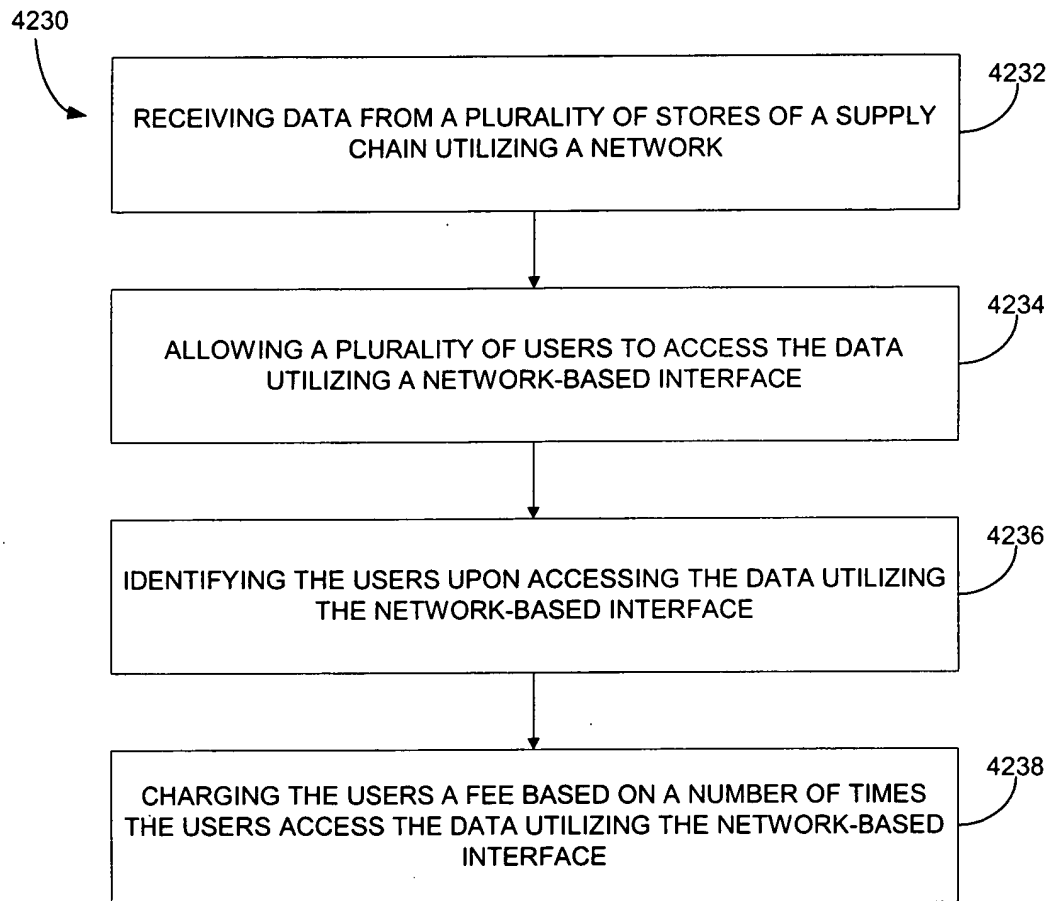




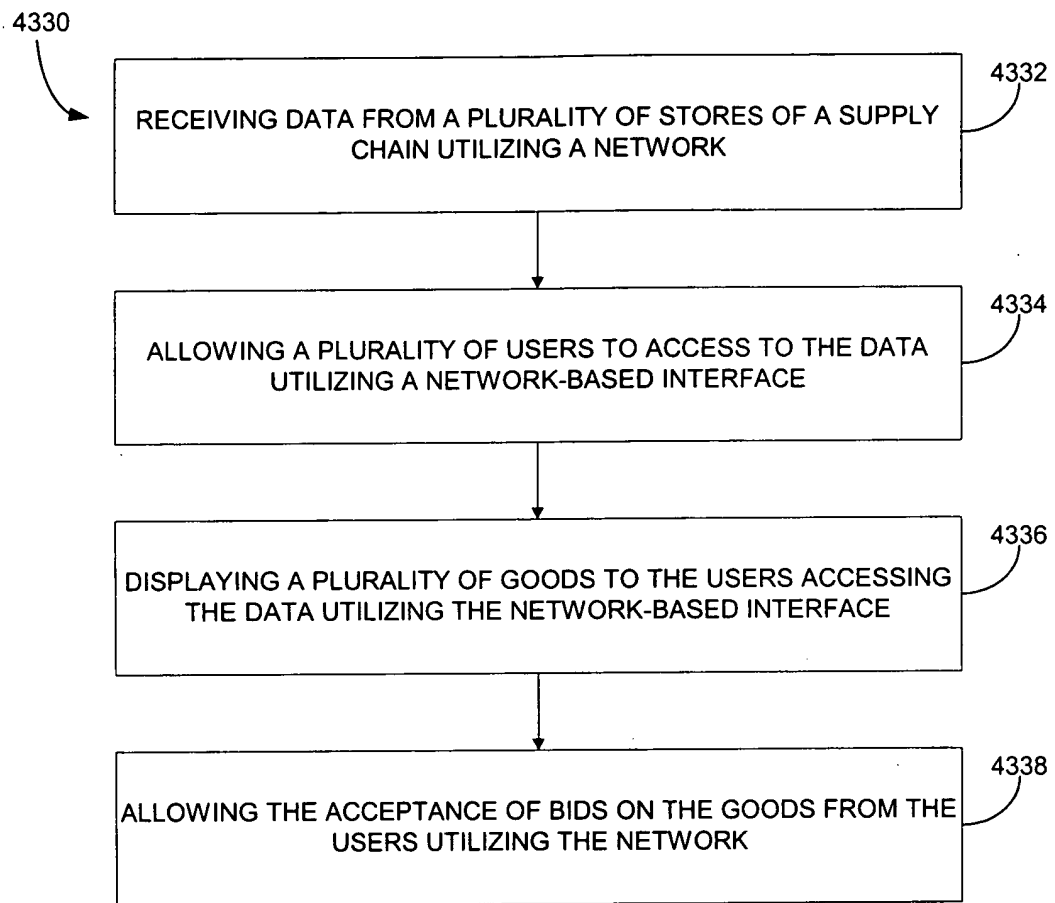
**FIG. 40**



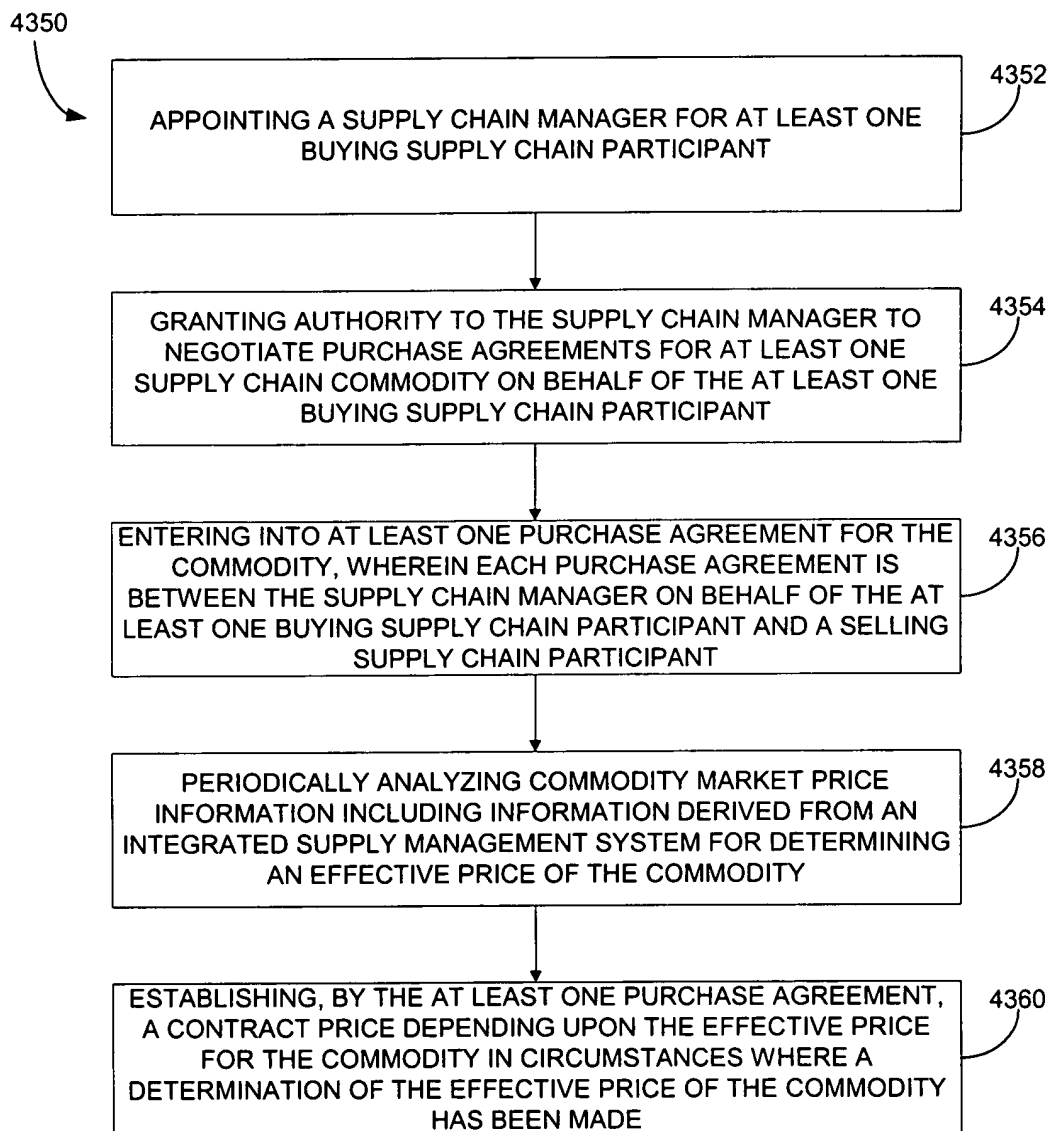
**FIG. 41**



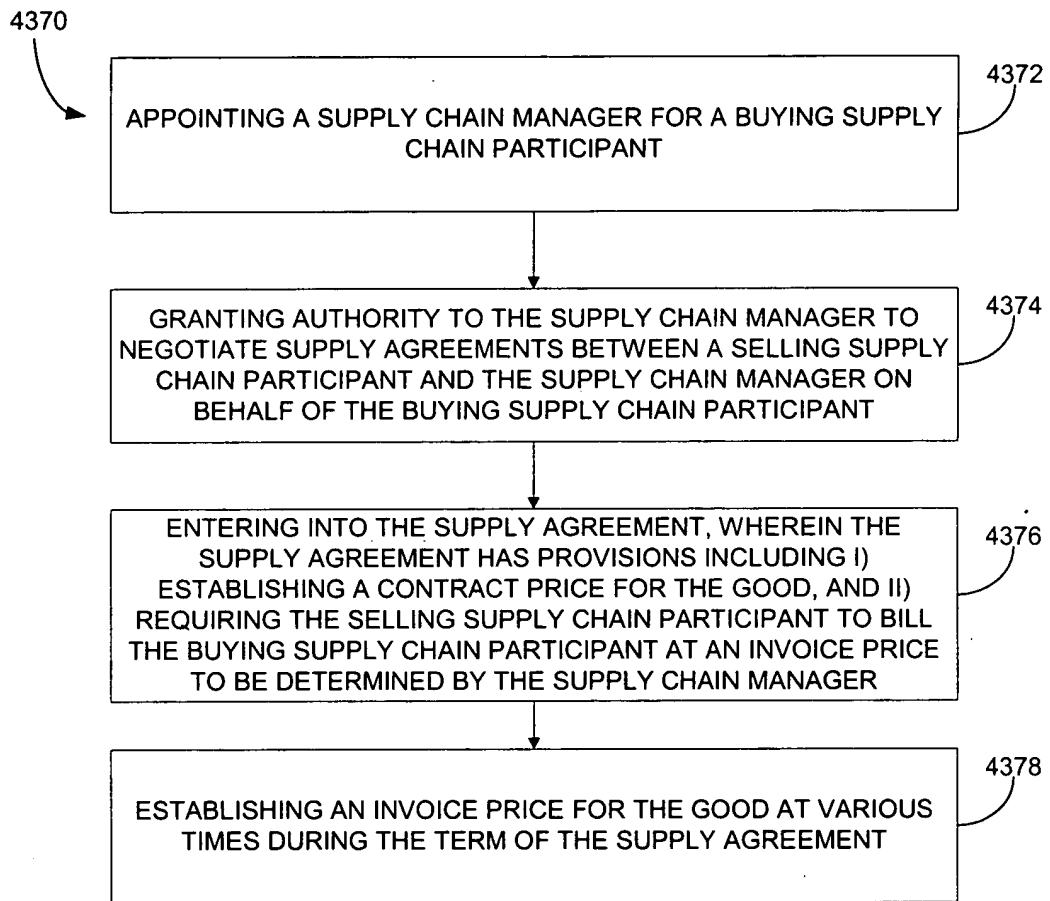
**FIG. 42**



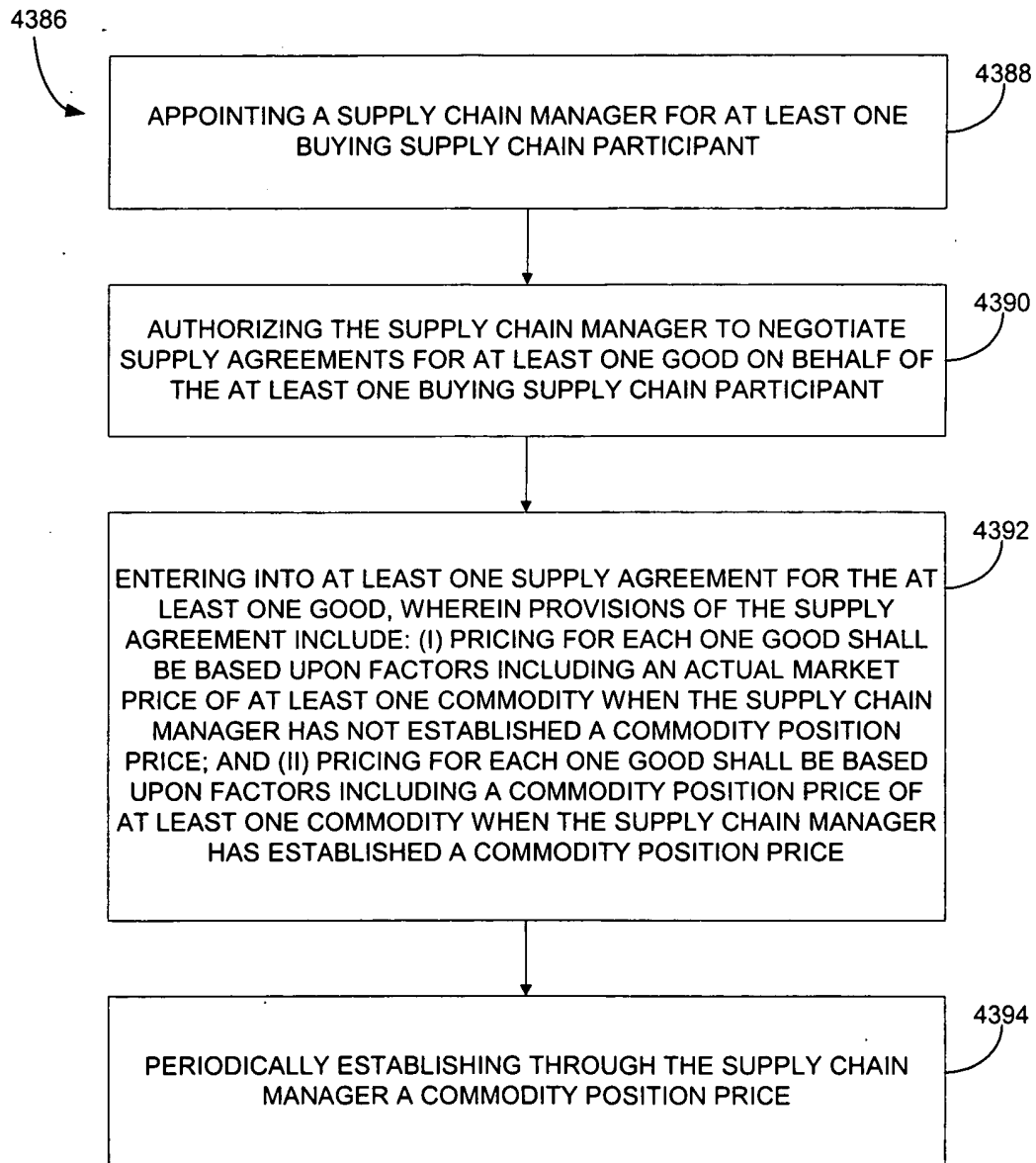
**FIG. 43A**



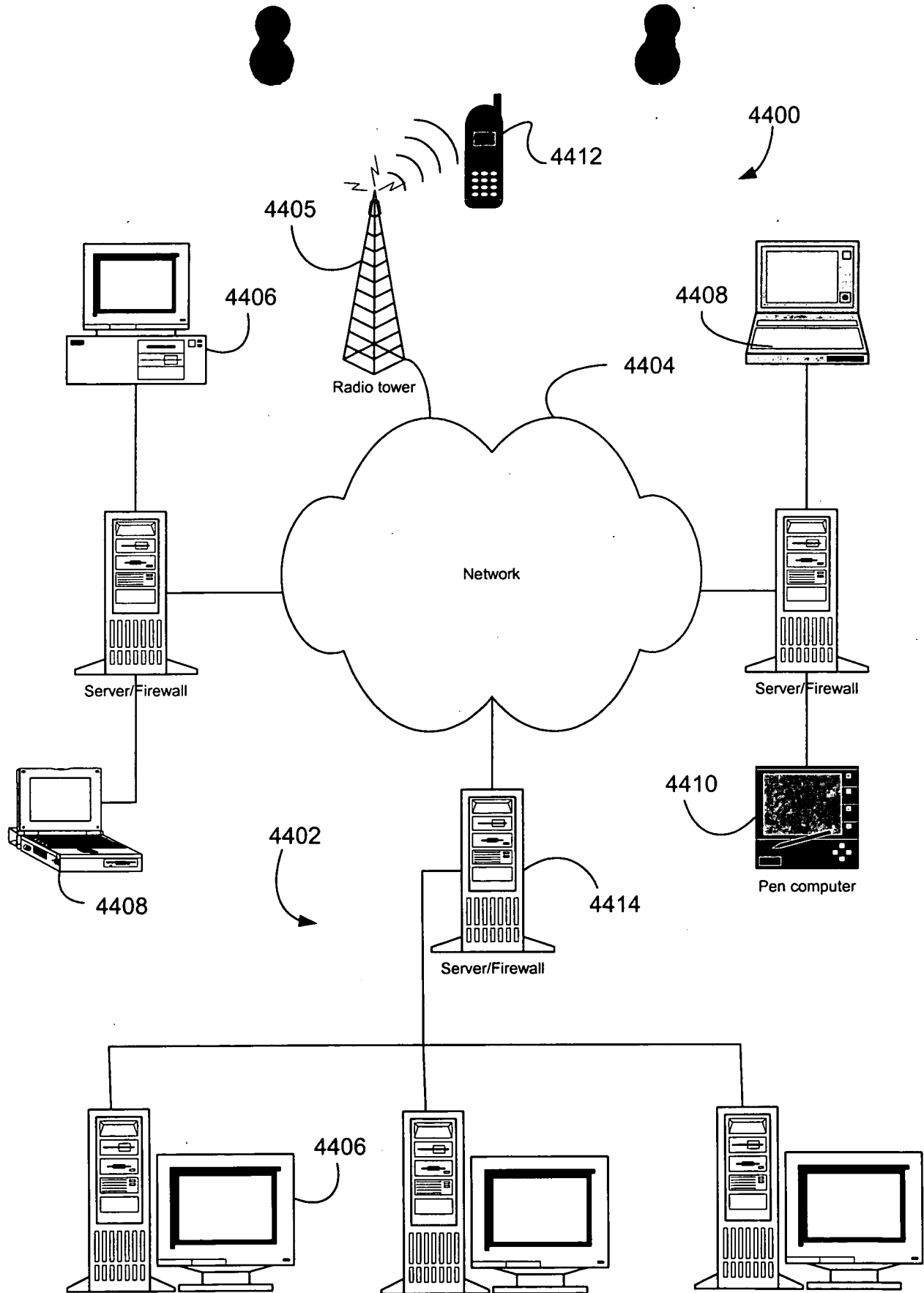
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**



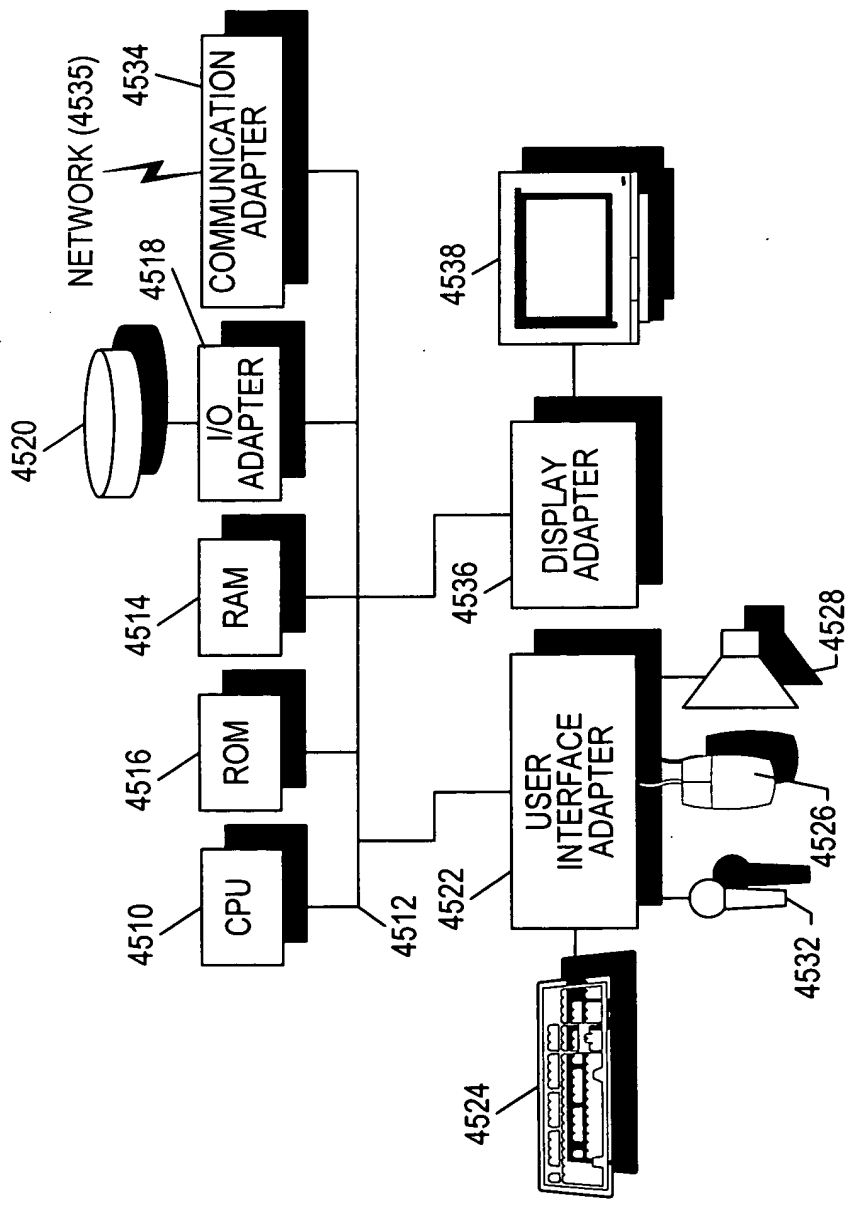
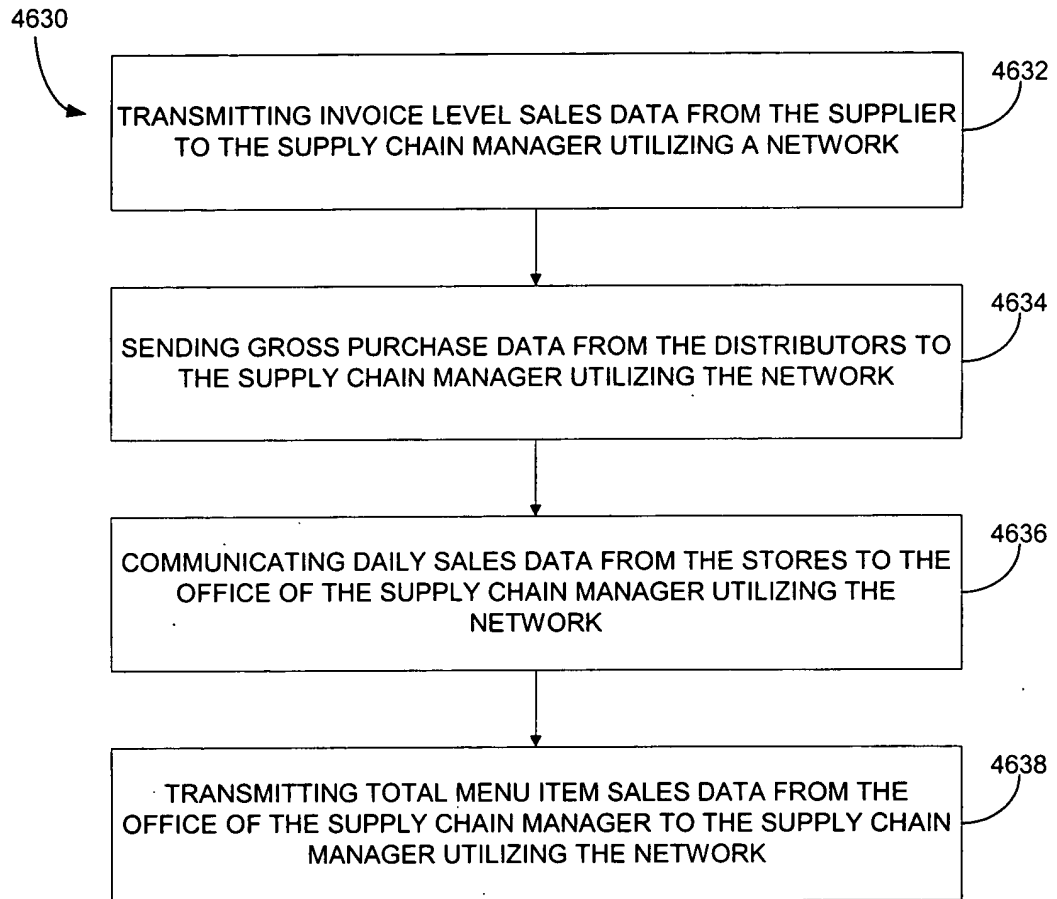
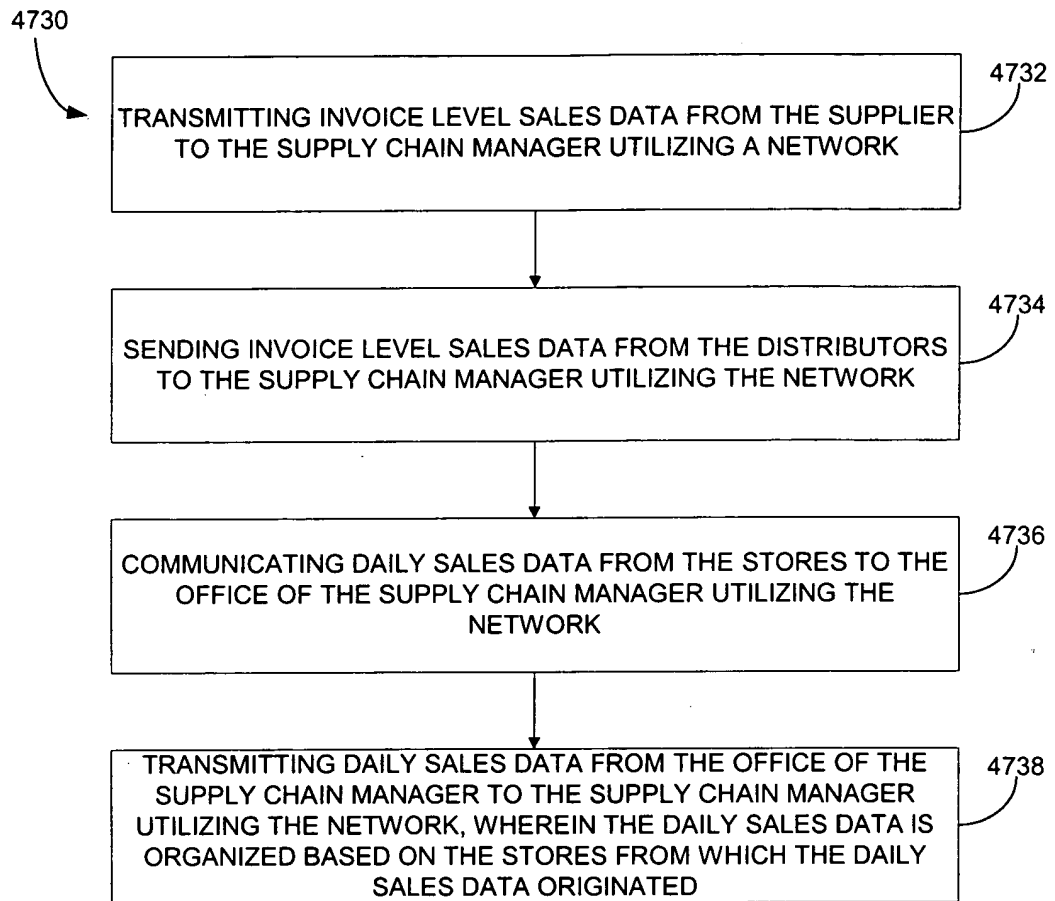


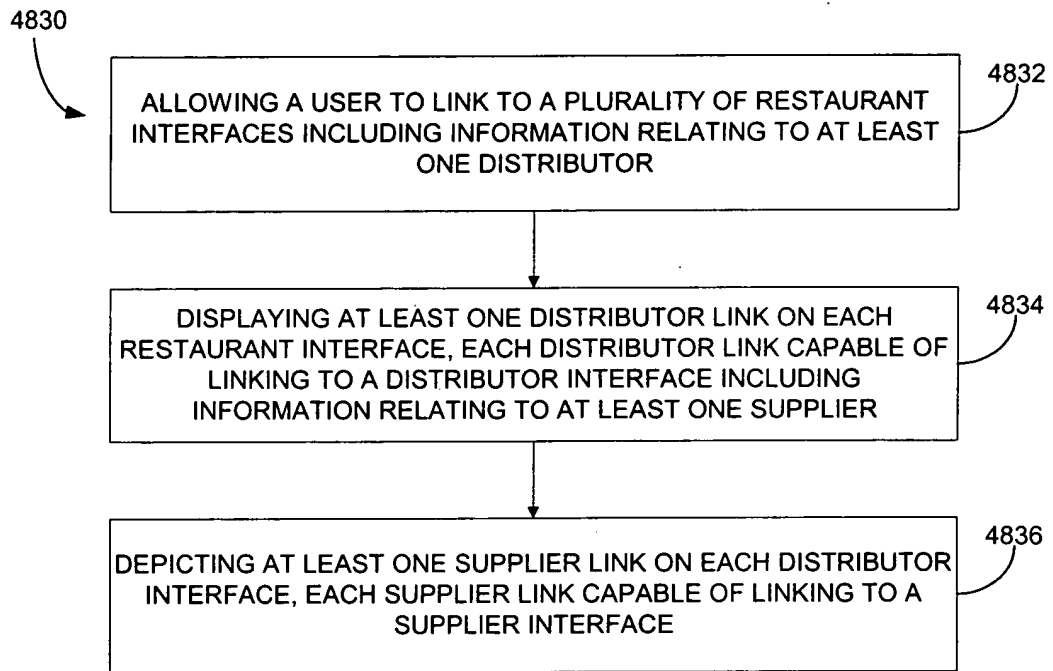
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**

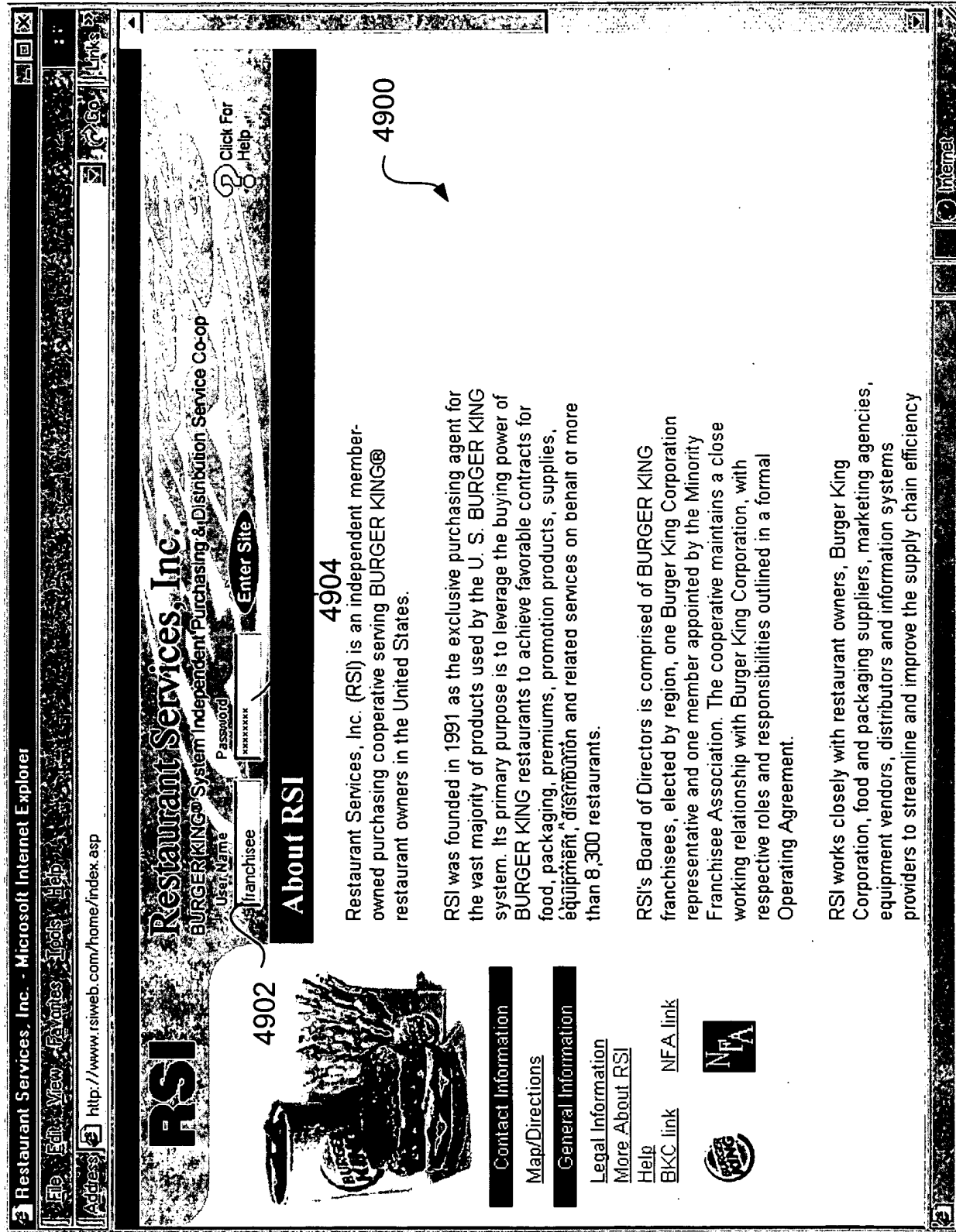


FIG. 49

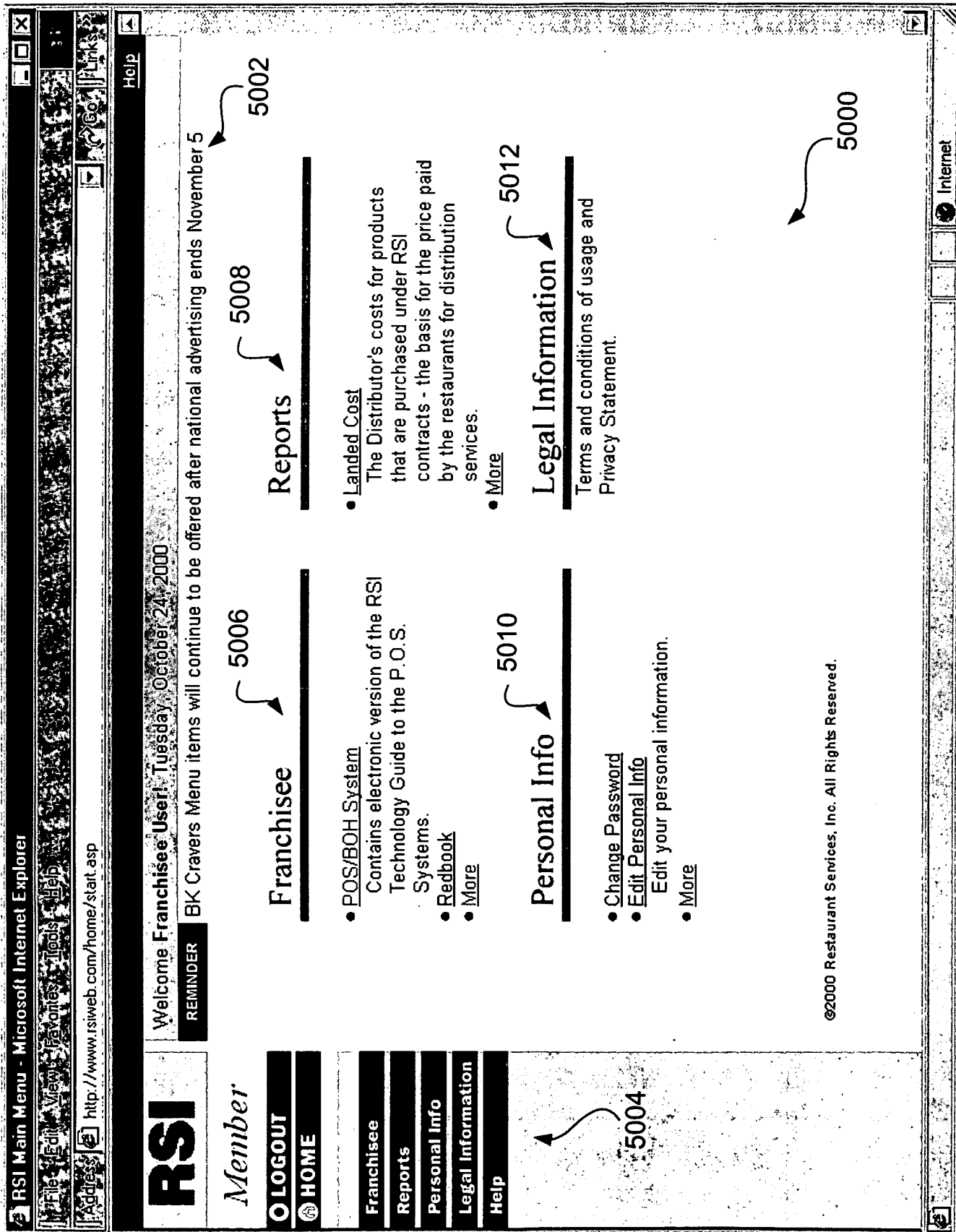
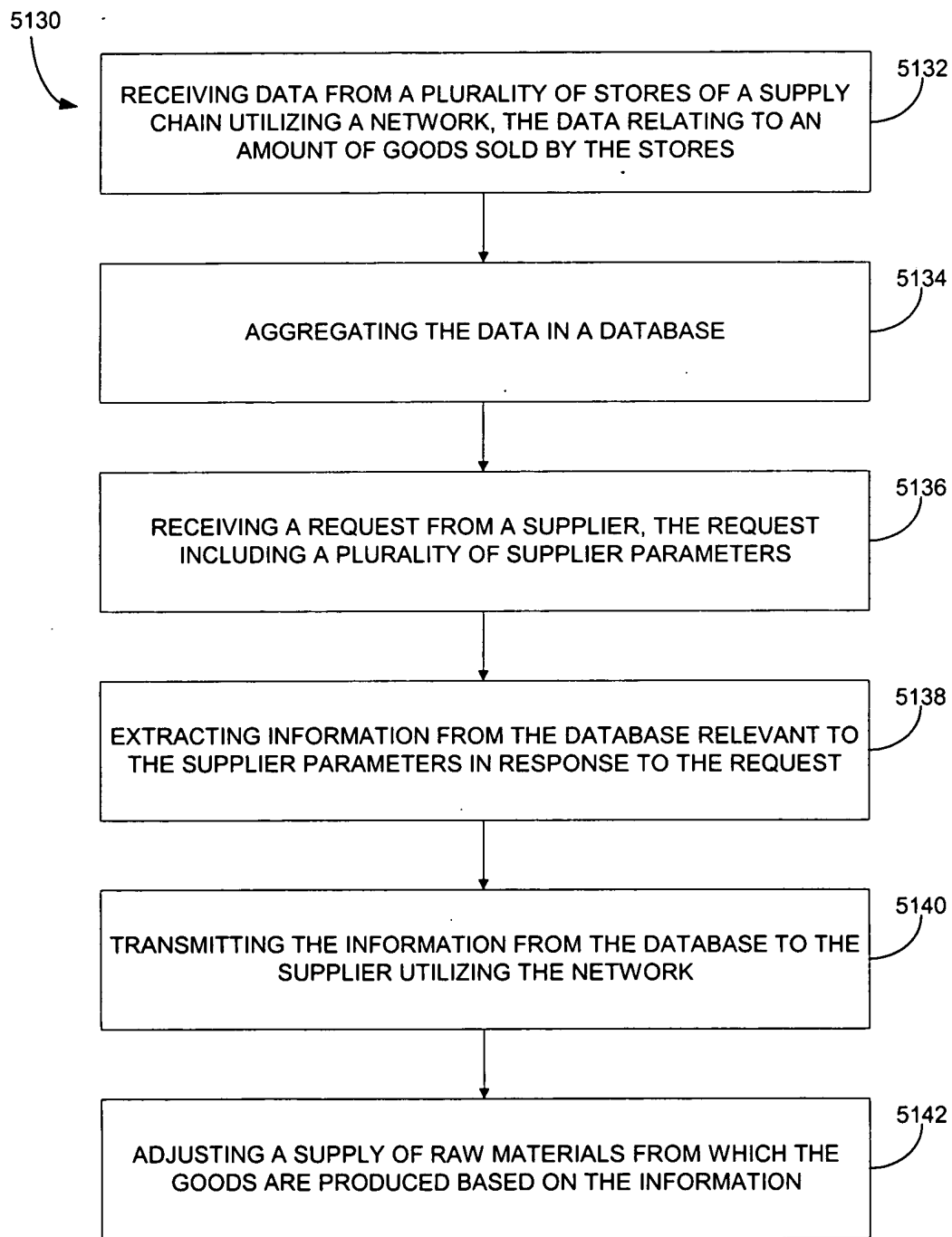
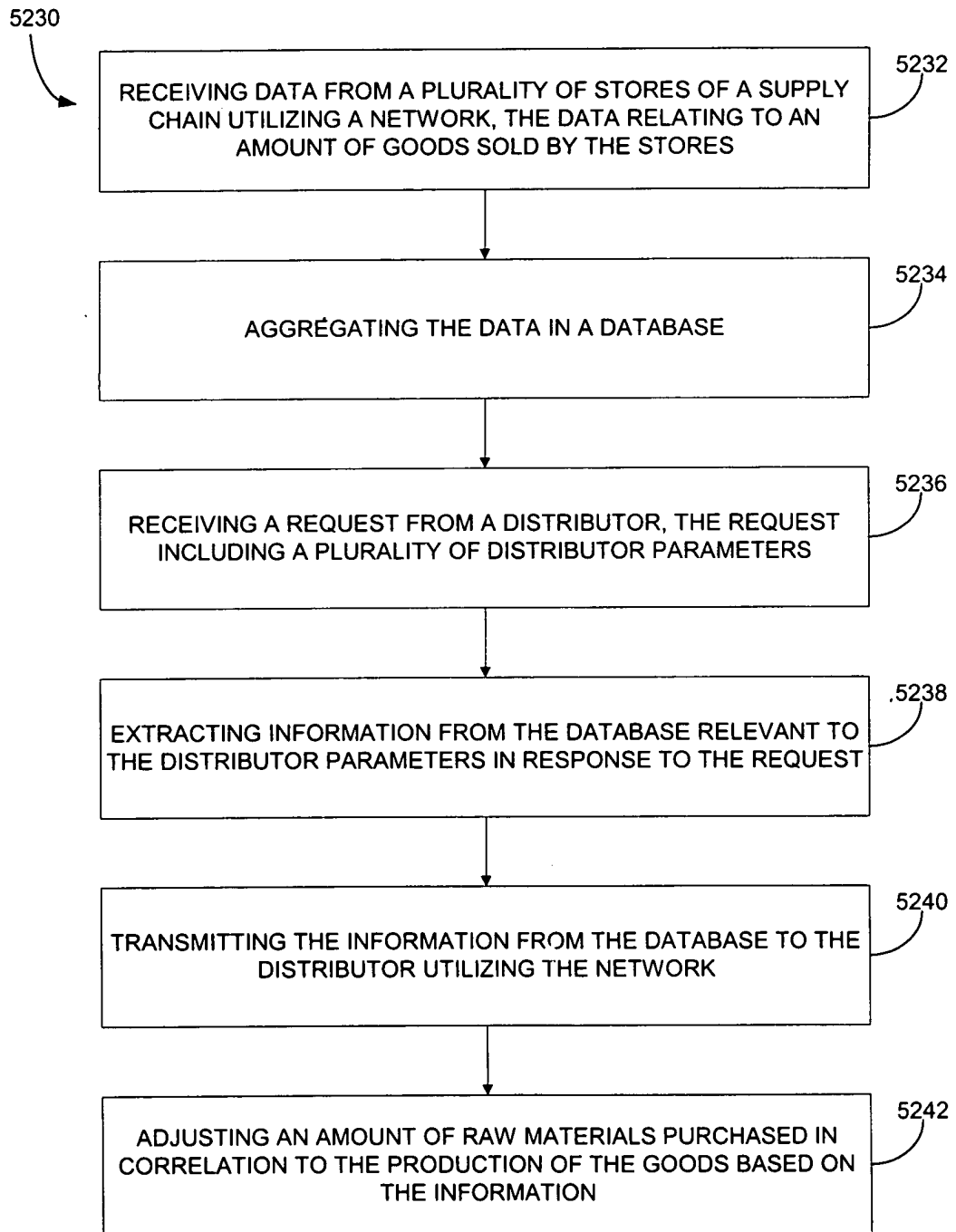


FIG. 50



**FIG. 51**



**FIG. 52**



Printer Friendly Version

**POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000**

**Distribution Company: REINHART FOODSERVICE**

Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No		Item Description	% Chg 14 Day Avg	14 Day Rolling (Total Cases)														Week Ending Total			
				10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/18	
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197		
18986	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	23	18	16	16	16	14	21	21	15	13	13	109	98	80	72		
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	19	19	18	15	14	110	104	104	100		
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	156	154	163	150	200	206	175	155	151	1184	1146	1142	1109		
24666	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178		
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	58	58		
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9		
27662	KETCHUP: BULK BAG IN BOX	0.00%	99	134	142	116	104	102	101	100	138	139	115	106	102	789	771	776	743		
27660	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	197	197	180	142	140	1112	1070	1078	1044		

**RSI**

*Distributor*

**LOGOUT**

**HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

[Printer Friendly Version](#)

# **REINHART - CEDAR RAPIDS, IA** **Local Promotion Summary by DC** **Tuesday, October 24, 2000**

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
<b>32 oz. Motor Cup</b>						
Chicago, IL		5/1/00	85	99	8	
Davenport-Rt-Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
Sioux City, IA		6/26/00	85	99	10	
Springfield-Decatur-Chmpg, IL		6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>					<b>131</b>	
<b>Big King</b>						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	19	
Davenport-Rt-Moline, IA		4/15/00		99	17	
Ottumwa-Kirkville, IA		4/15/00		99	3	
<b>Big King Total</b>					<b>39</b>	
<b>Pancake Minis</b>						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
<b>Pancake Minis Total</b>					<b>35</b>	

**FIG. 54**

**RSI**

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier:

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

Supplier: TYSON FOODS

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

		14 Day Rolling (Total Cases)														Week Ending Total	
FOB Point	DC No	RSI Item Description	% Chg 14 Day Avg	10/20	10/21	10/22	10/23	10/18	10/19	10/20	10/21	10/22	10/23	10/18	10/19	10/20	10/21
TOTAL																	
Total of DC Locations																	
6	CHICKEN-PATTY		0.00%	90	137	144	111	100	98	95	100	134	125	100	100	790	786
7	CHICKEN-BK BROILER		0.00%	35	51	60	48	45	43	43	40	53	60	45	41	330	327
8	CHICKEN-TENDERS		0.00%	222	335	337	265	240	228	225	246	346	315	228	223	1,815	1,808
	CHICKN															1,418	1,203

Done

Internet

FIG. 55

一六五

*Member*

**Logout**

HOME

Franchisee

## Reports

### Personal Info

## Legal Information

**Help**

# Landed Cost Report

5600

**Restaurant Number:**

0003473

Date: 10/22/00

## Retrieve

# Restaurant Landed Cost Verification Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

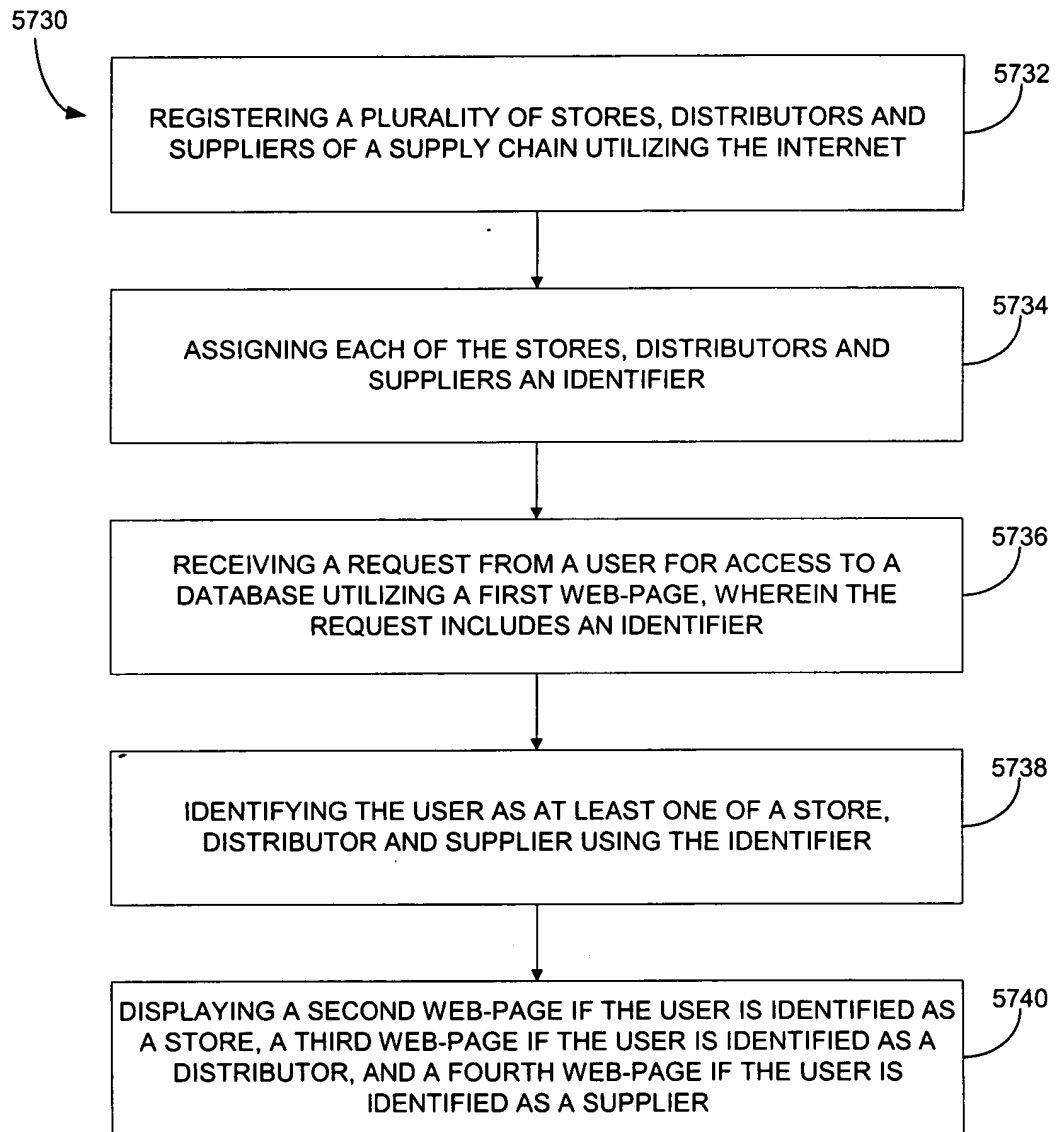
Report Contact: Robert Harris

**Contact Number: 305-529-3409**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10320	2439	REGISTER TAPE-THERMAL 2.25" X 100'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18088	369	SAUCE-BULK-KRAFTBULLSEYE	\$24.49	\$1.57	\$26.05
19432	4473	COFFEE-FOLDERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK3GAL	\$8.45	\$1.57	\$10.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	60	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN_5L	\$6.41	\$1.57	\$7.98

**FIG. 56**



**FIG. 57**

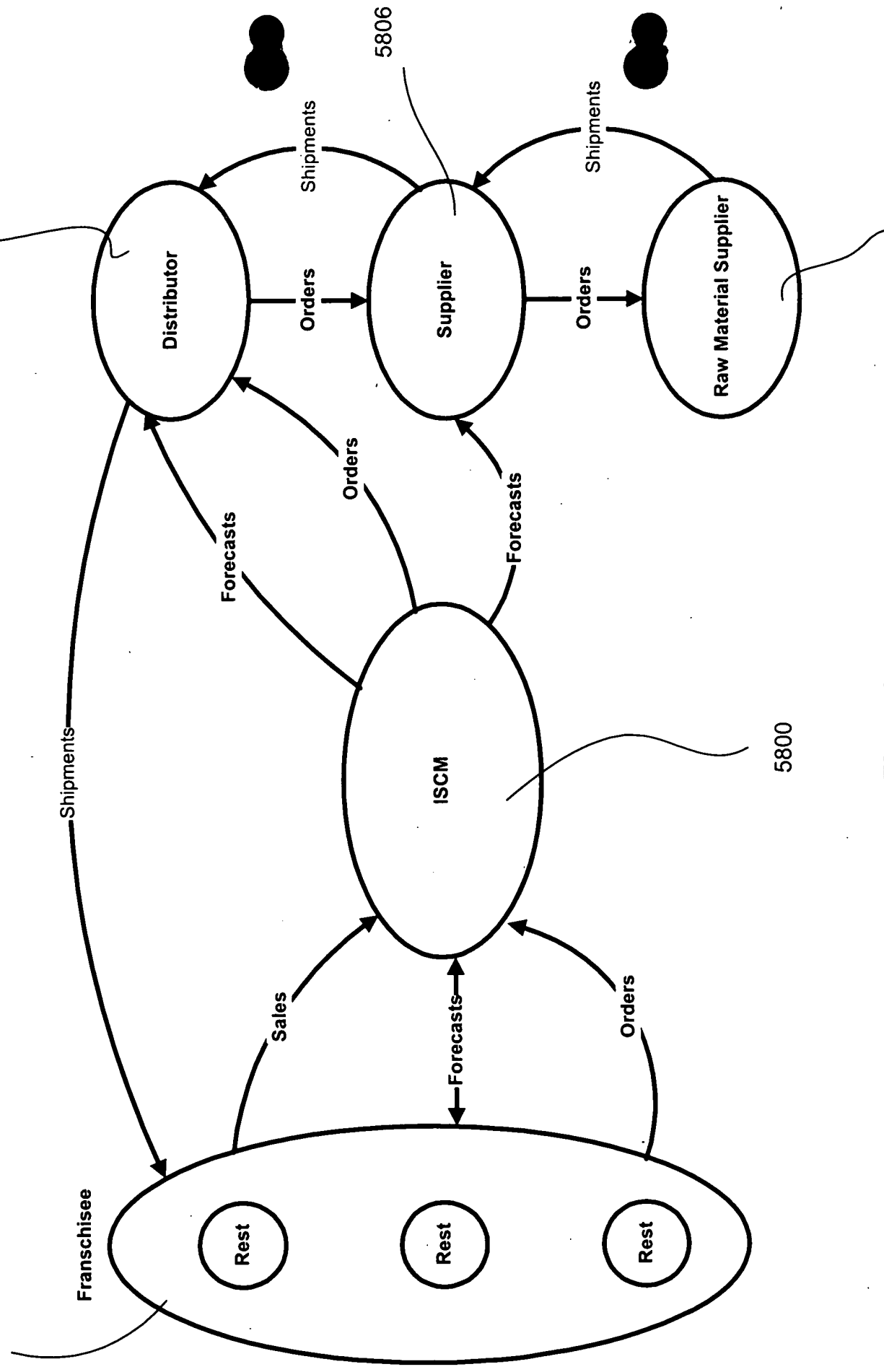
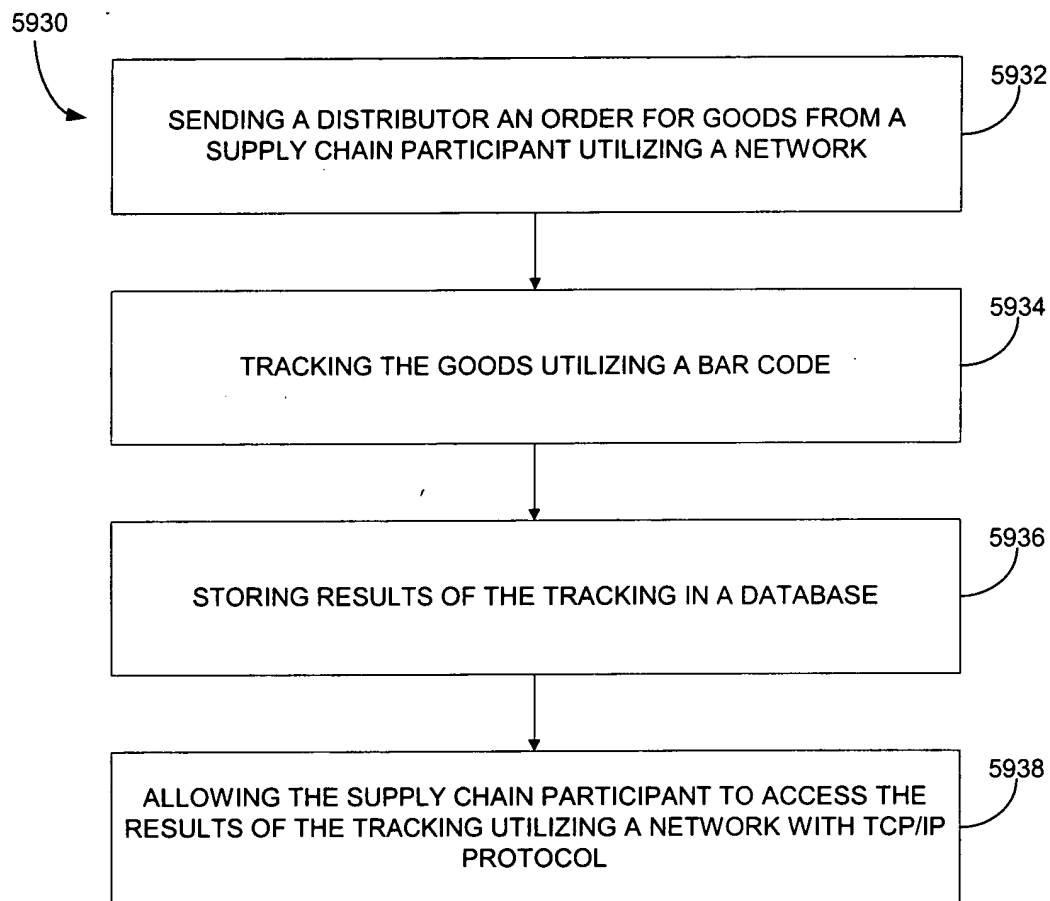


Fig. 58



**FIG. 59**

6002

6004

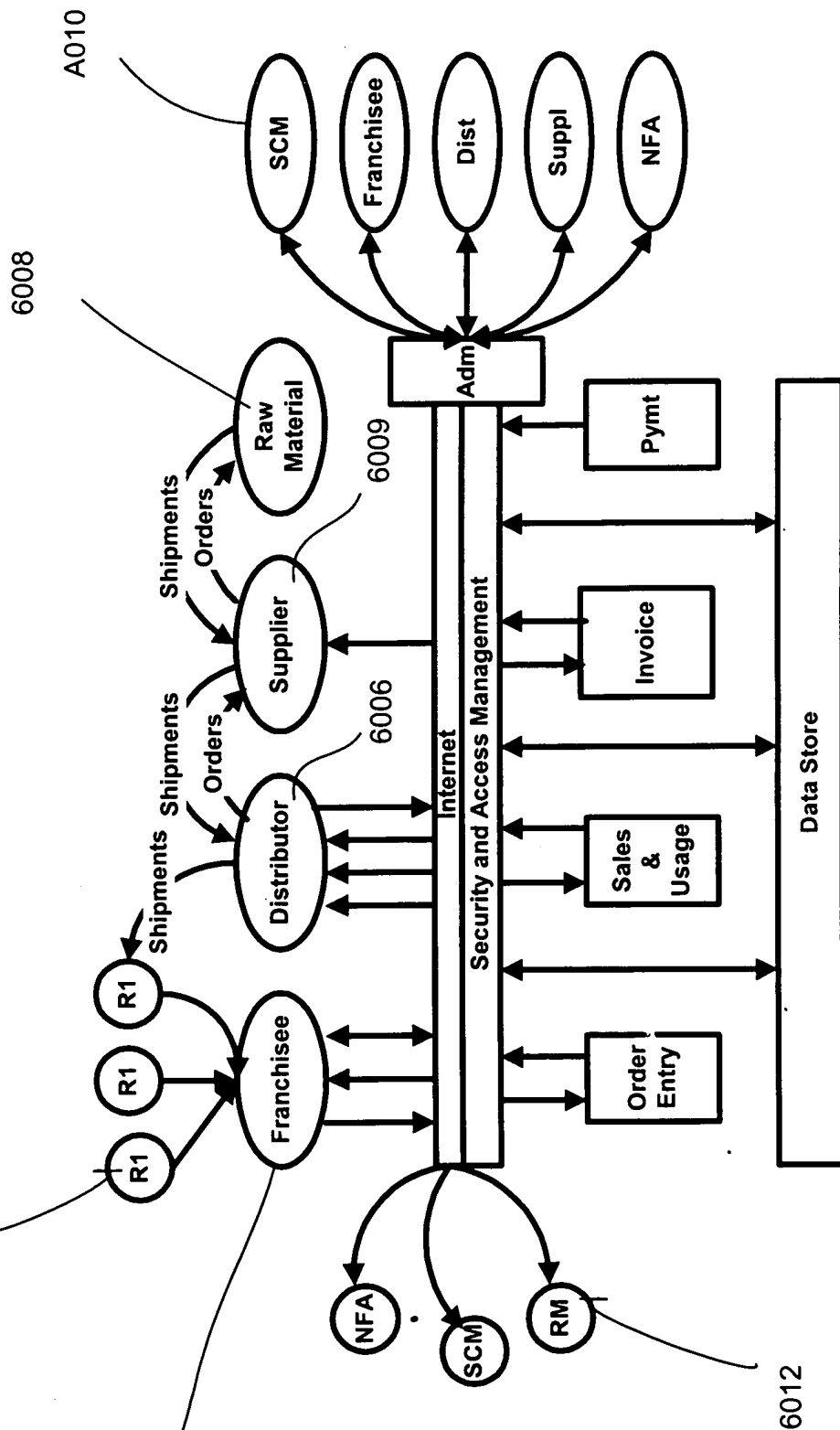


Fig. 60



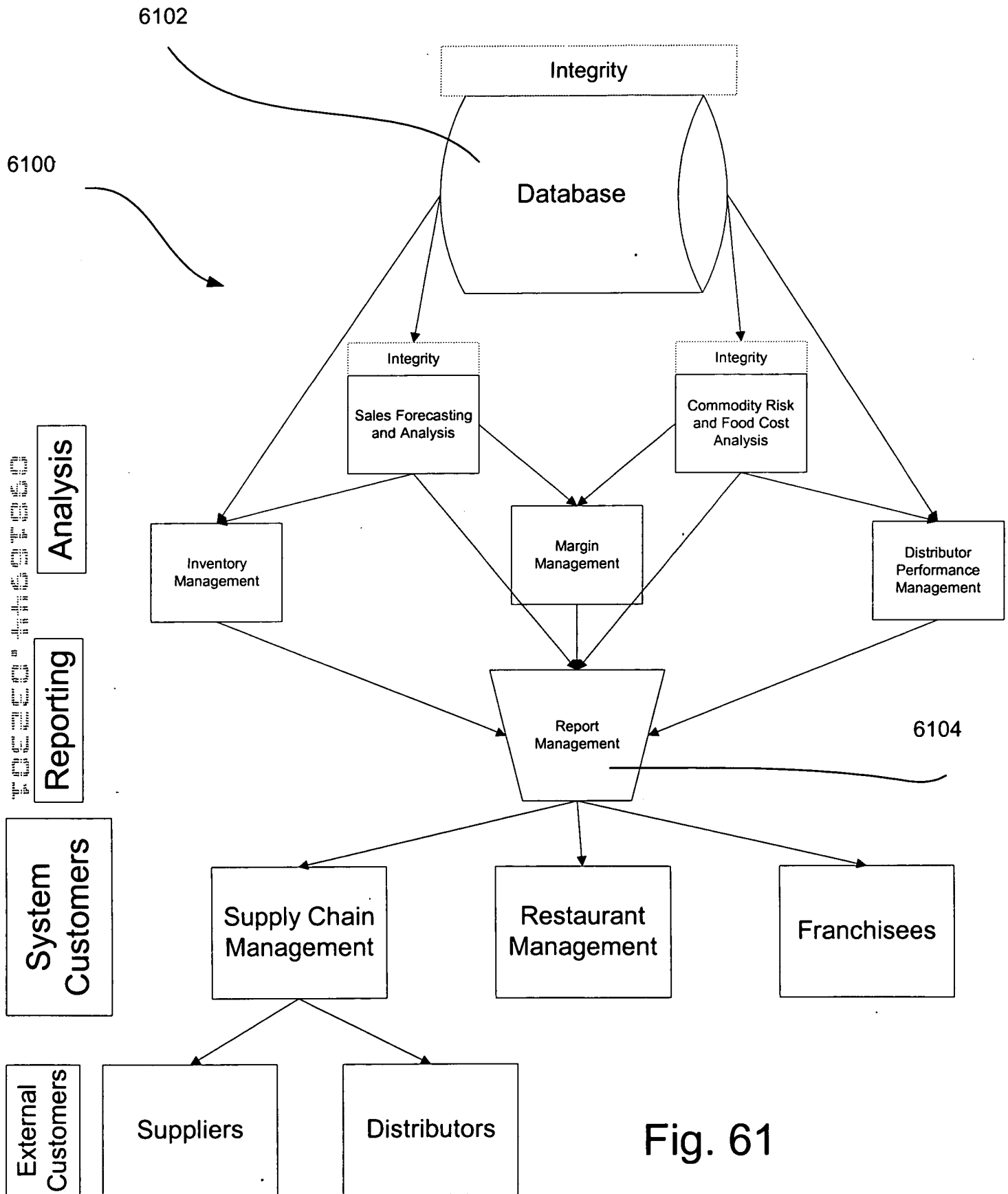
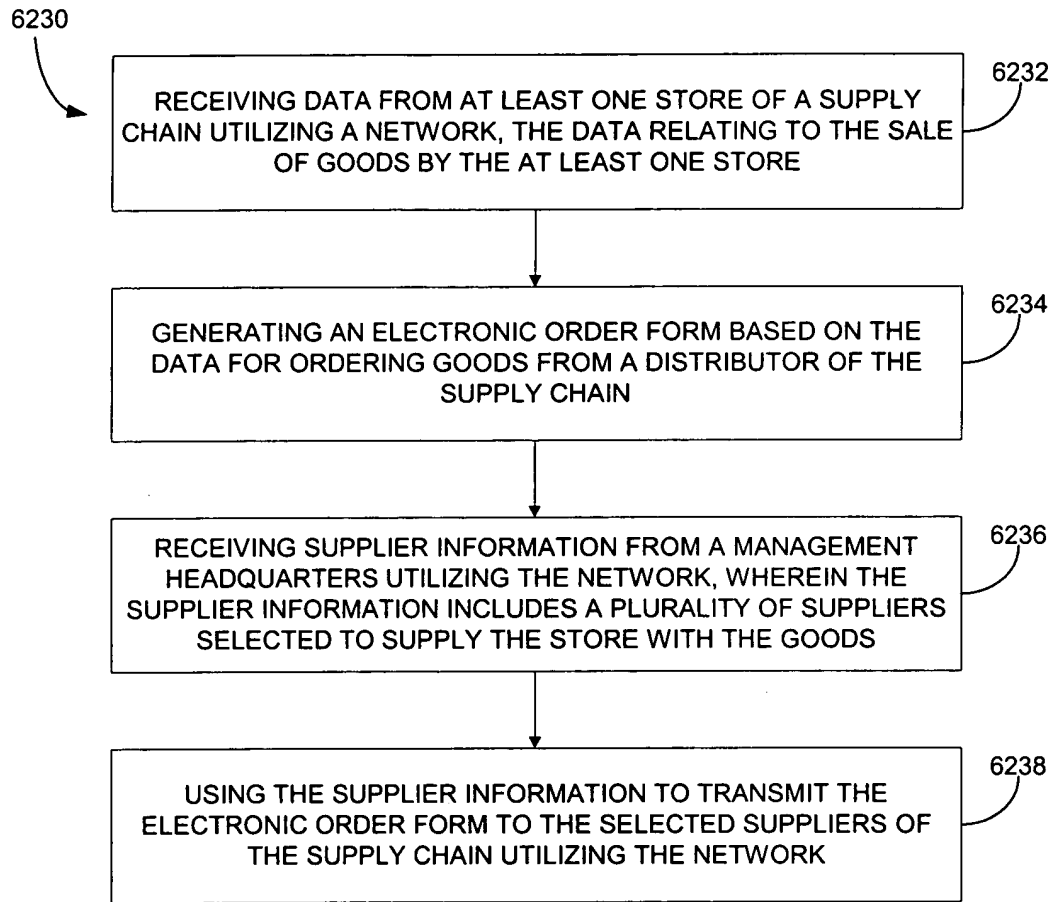


Fig. 61



**FIG. 62**

6300

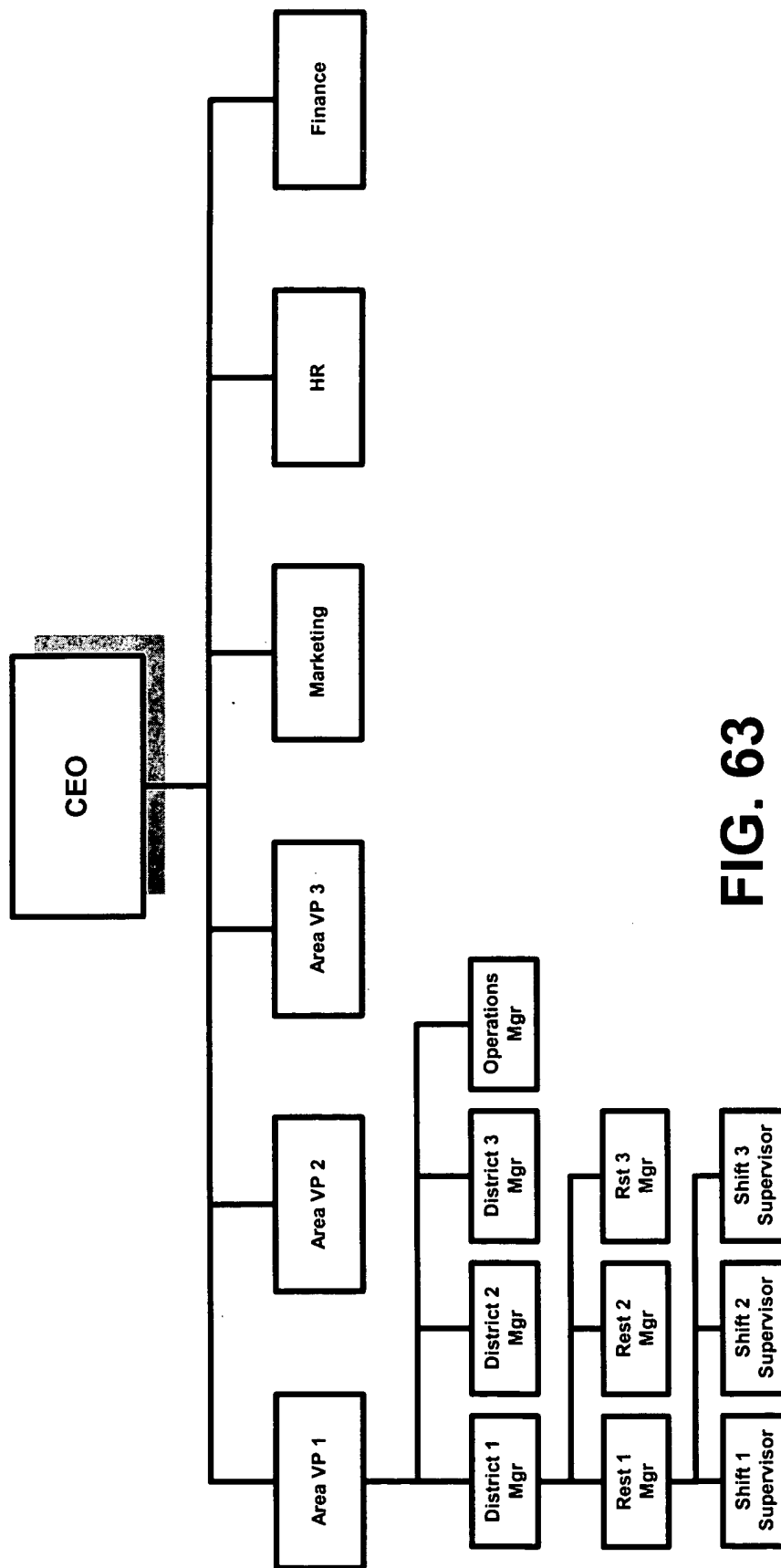
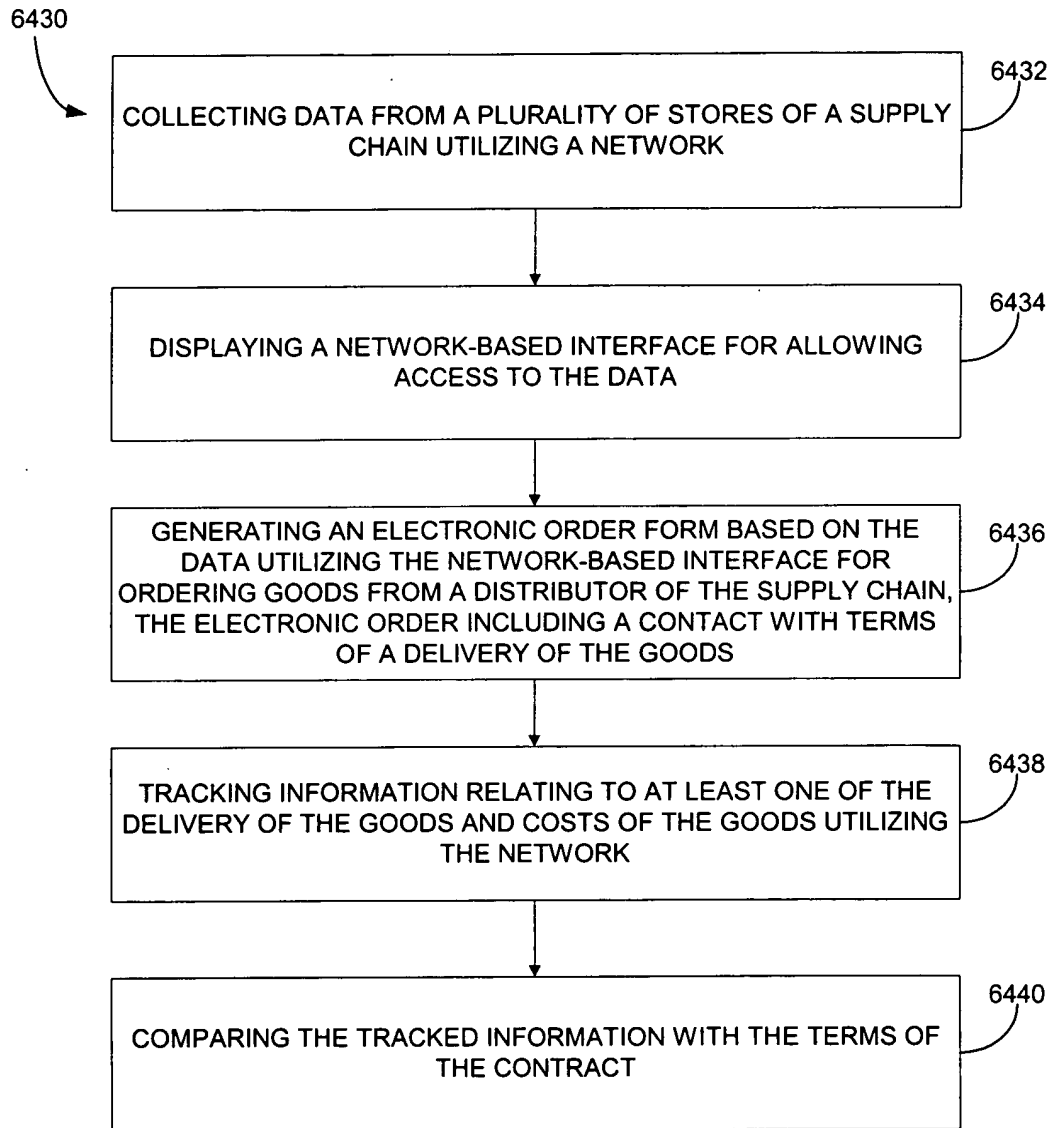


FIG. 63



**FIG. 64**

RECEIVING DATA FROM AT LEAST ONE STORE OF A SUPPLY  
CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF GOODS BY THE AT LEAST ONE STORE

6532

# GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

6534

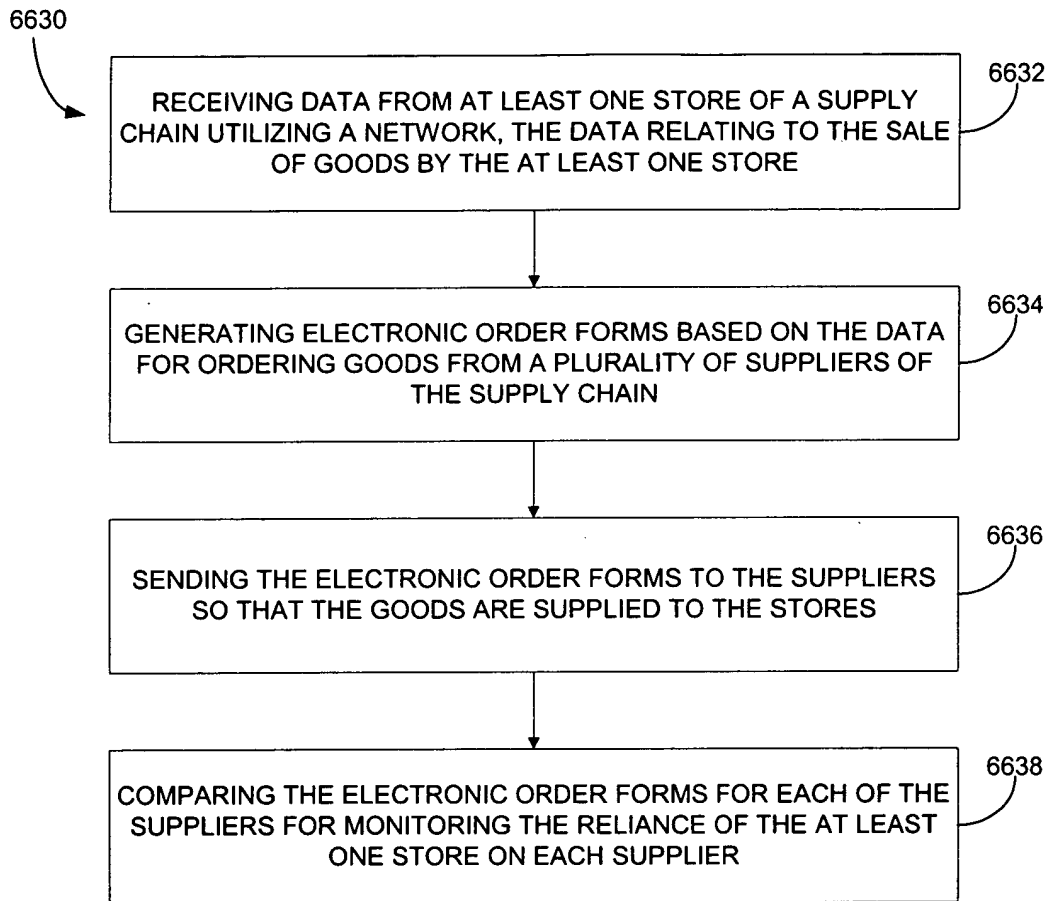
**SENDING THE ELECTRONIC ORDER FORMS TO THE  
DISTRIBUTORS SO THAT THE GOODS ARE DELIVERED TO THE  
STORES**

6536

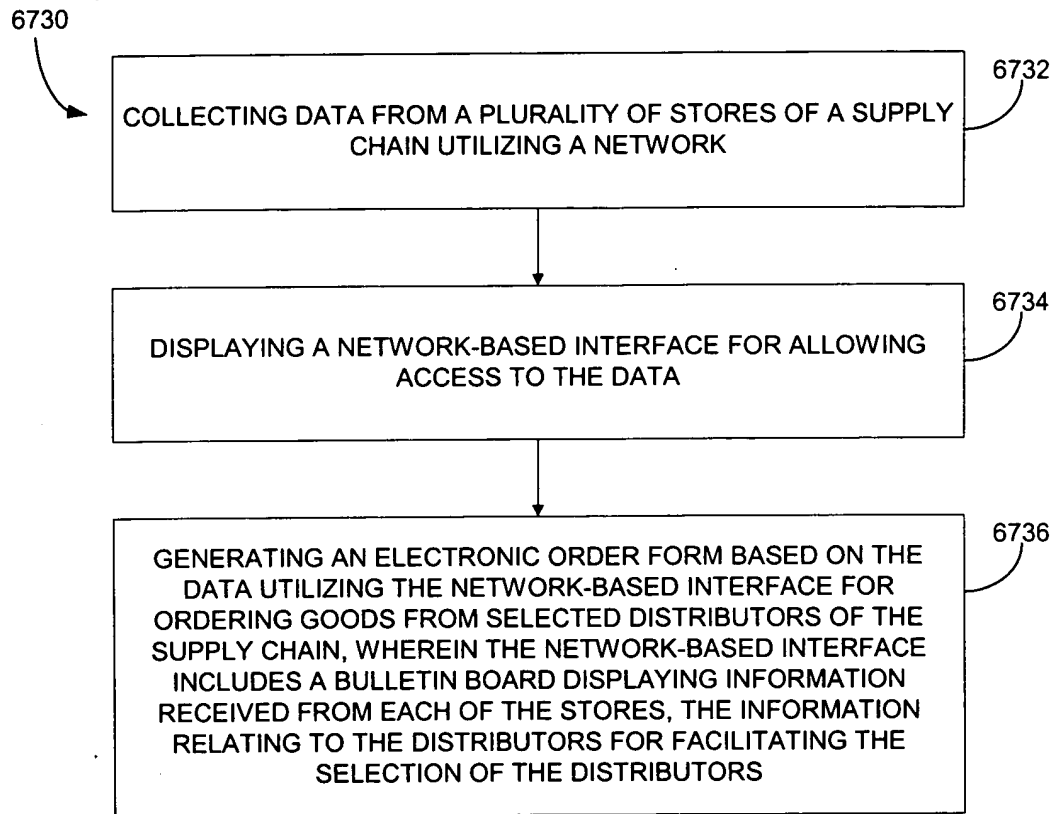
**COMPARING THE ELECTRONIC ORDER FORMS FOR EACH OF THE DISTRIBUTORS FOR MONITORING THE RELIANCE OF THE AT LEAST ONE STORE ON EACH DISTRIBUTOR**

6538

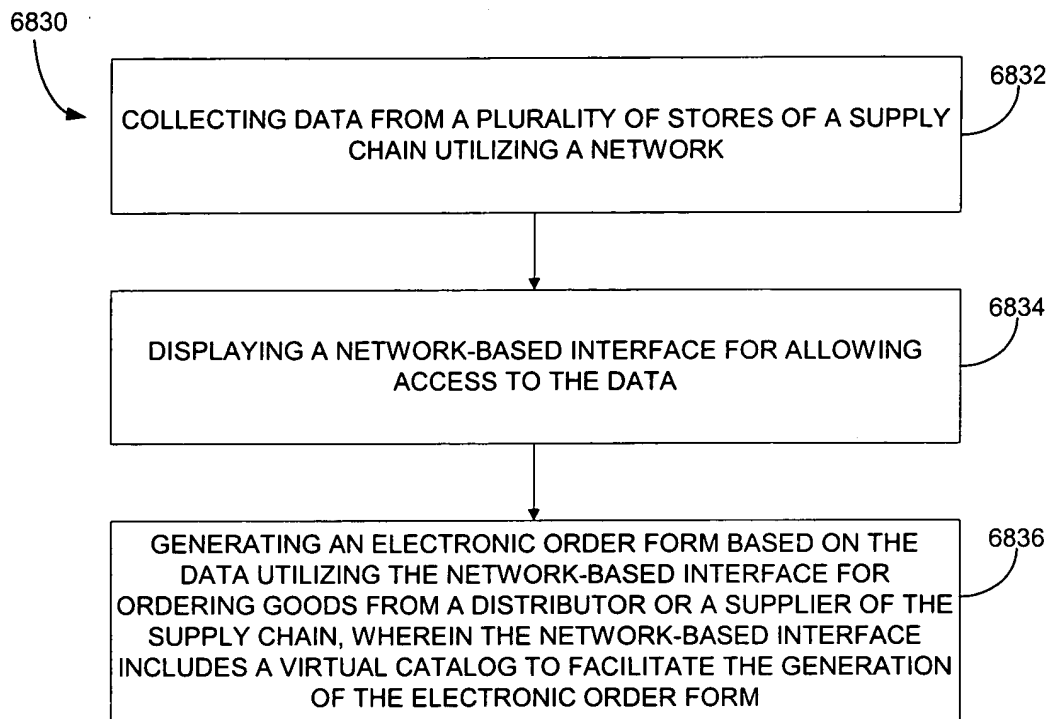
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



6900

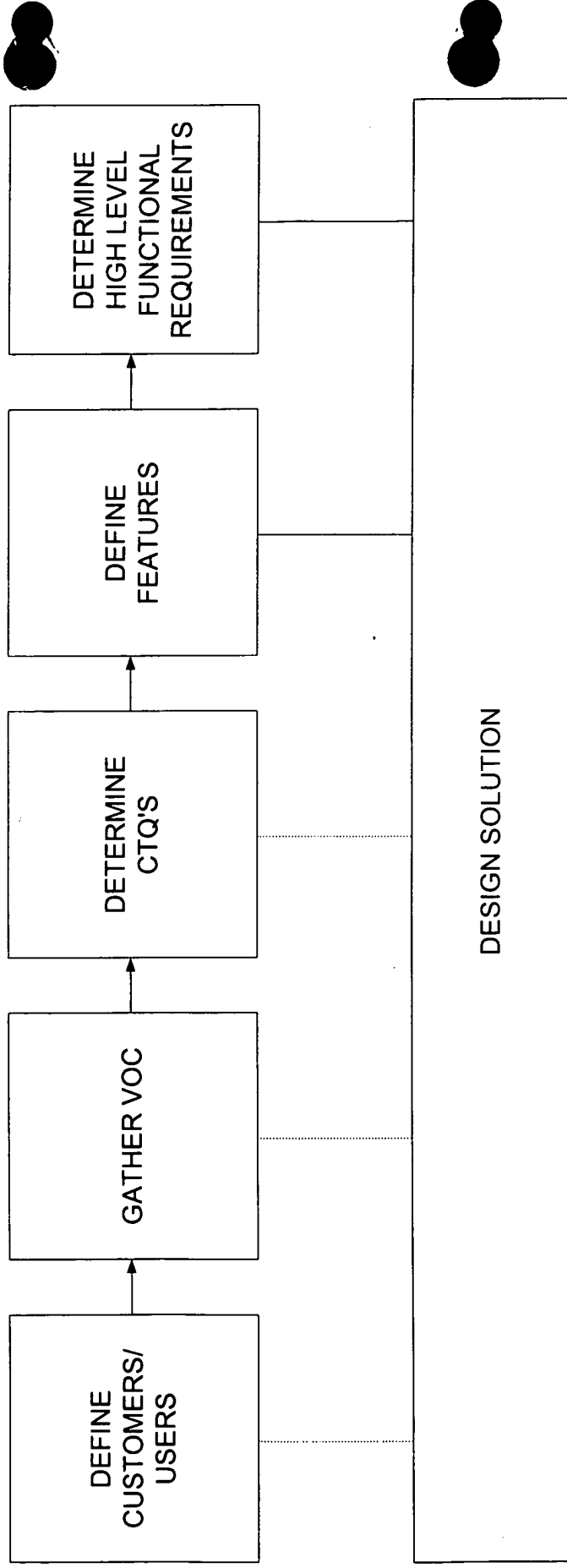
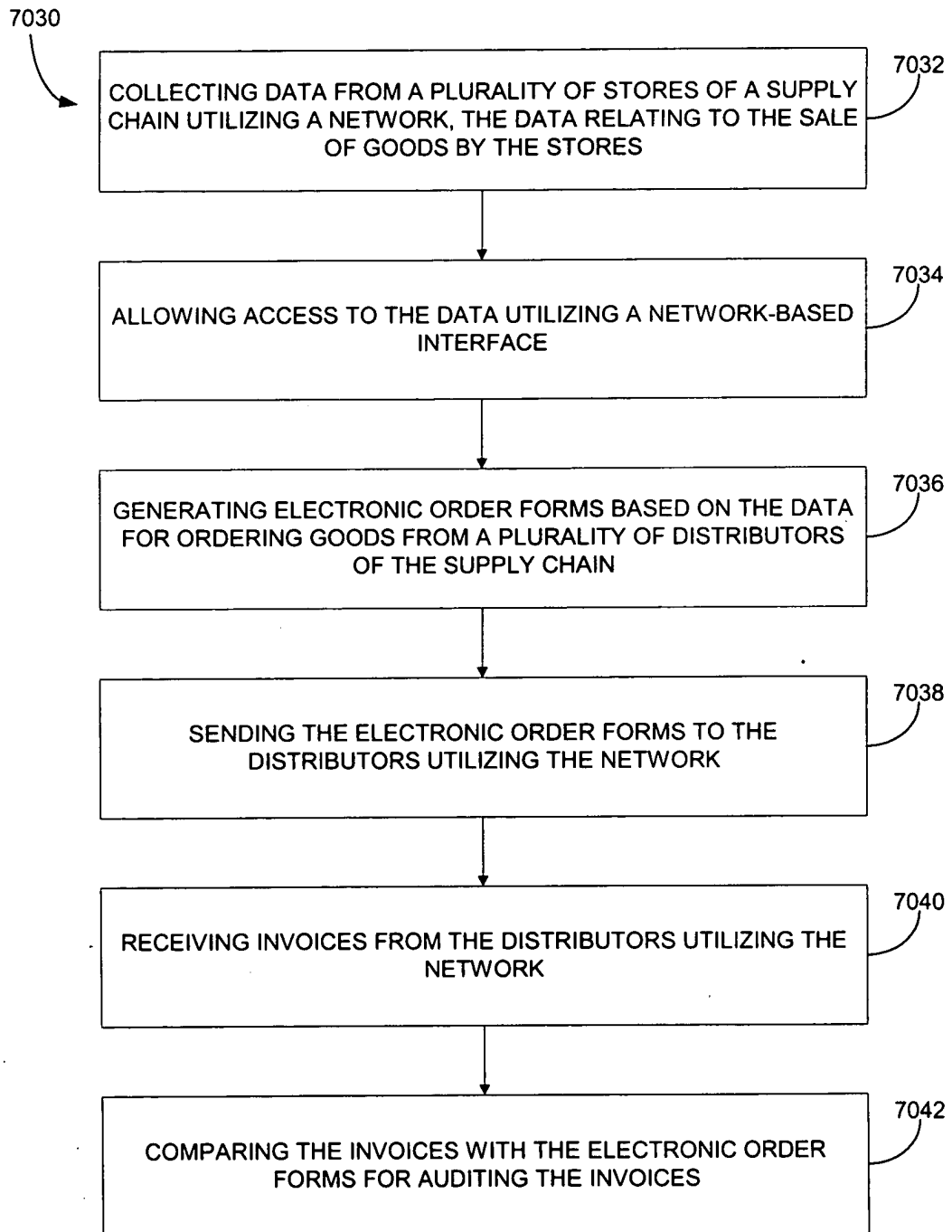
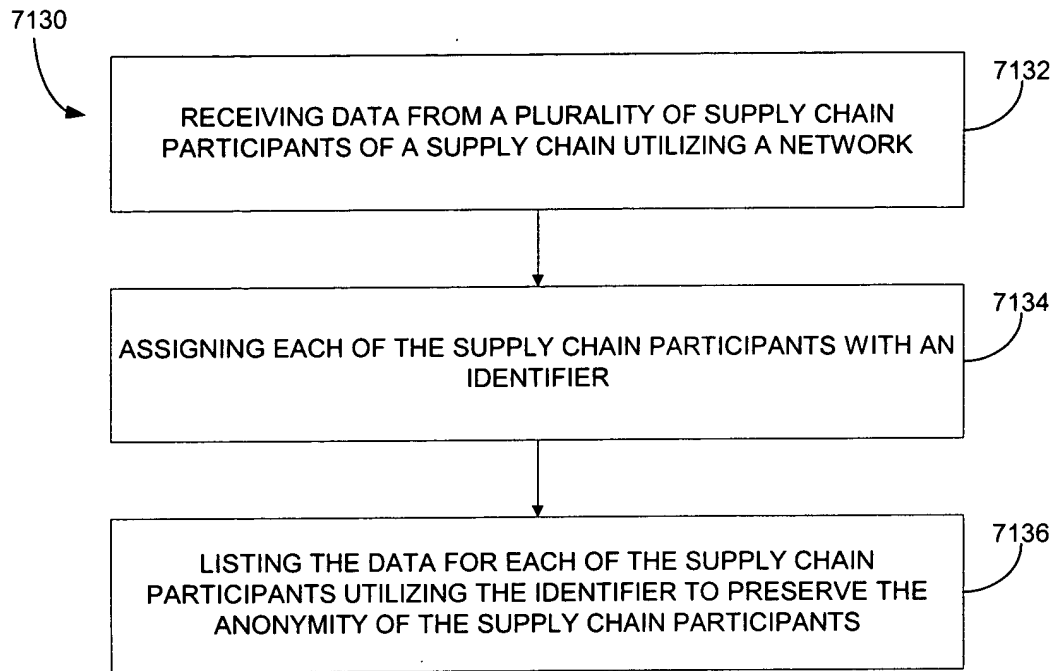


FIG. 69



**FIG. 70**



**FIG. 71**

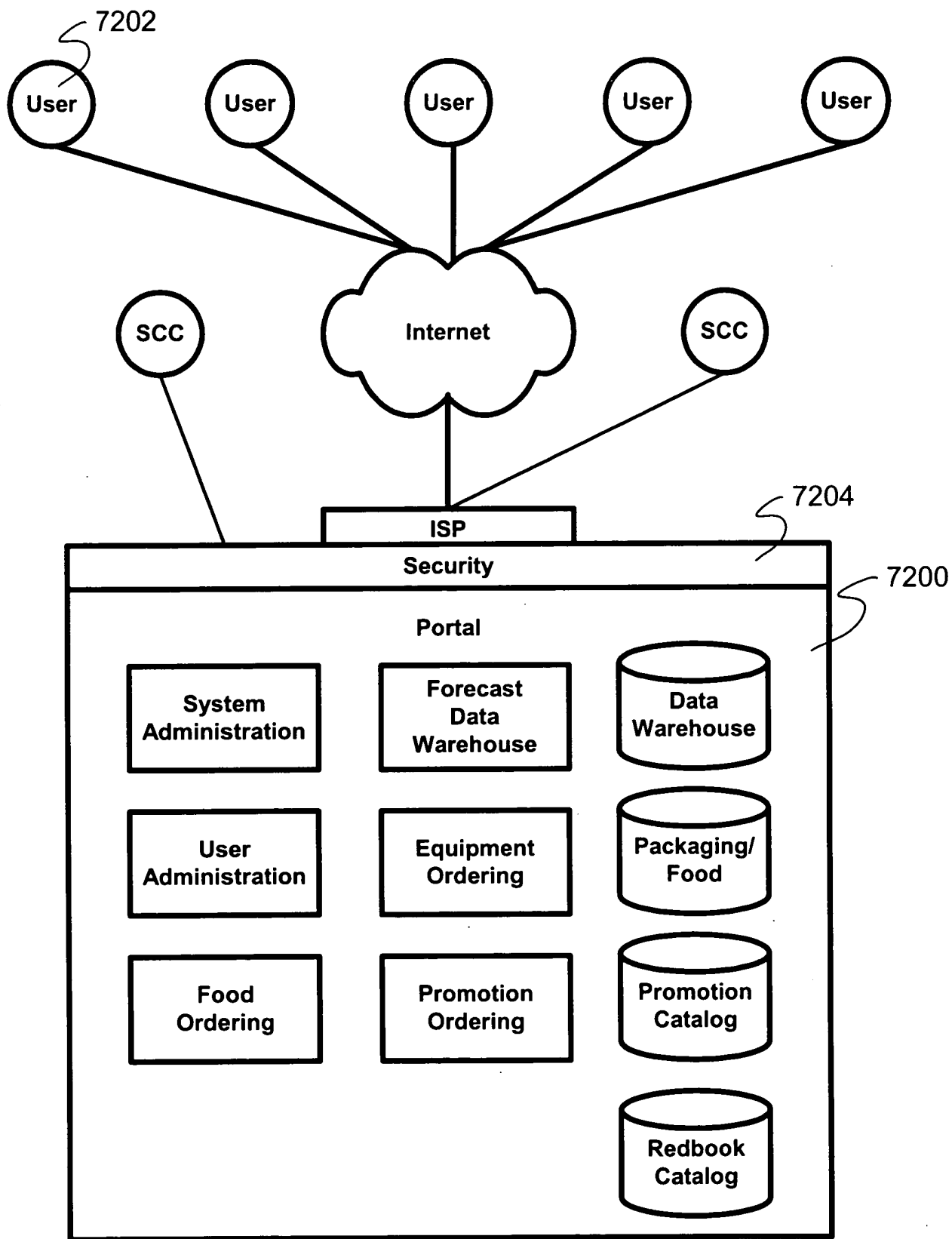


FIG. 72

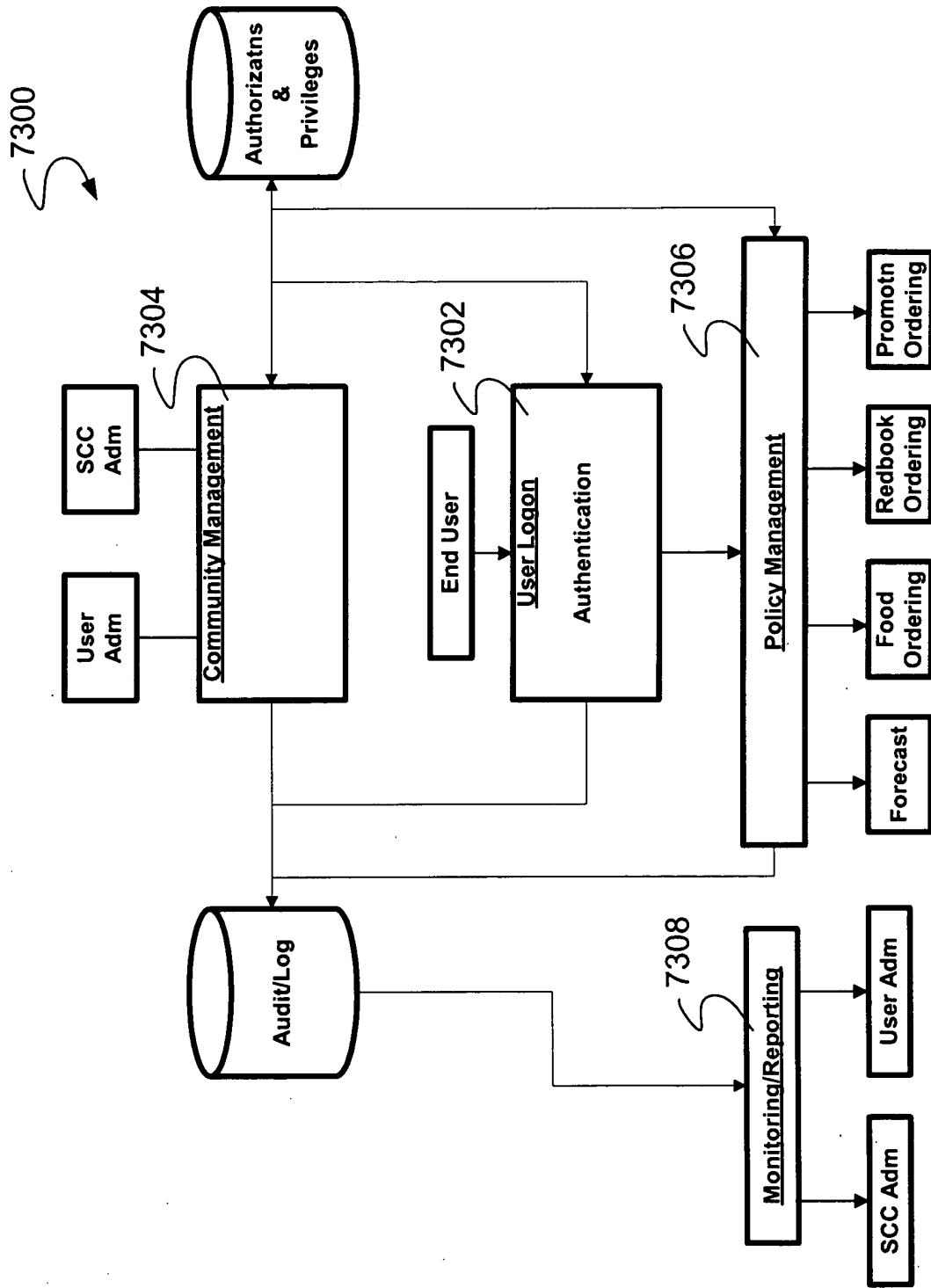


FIG. 73

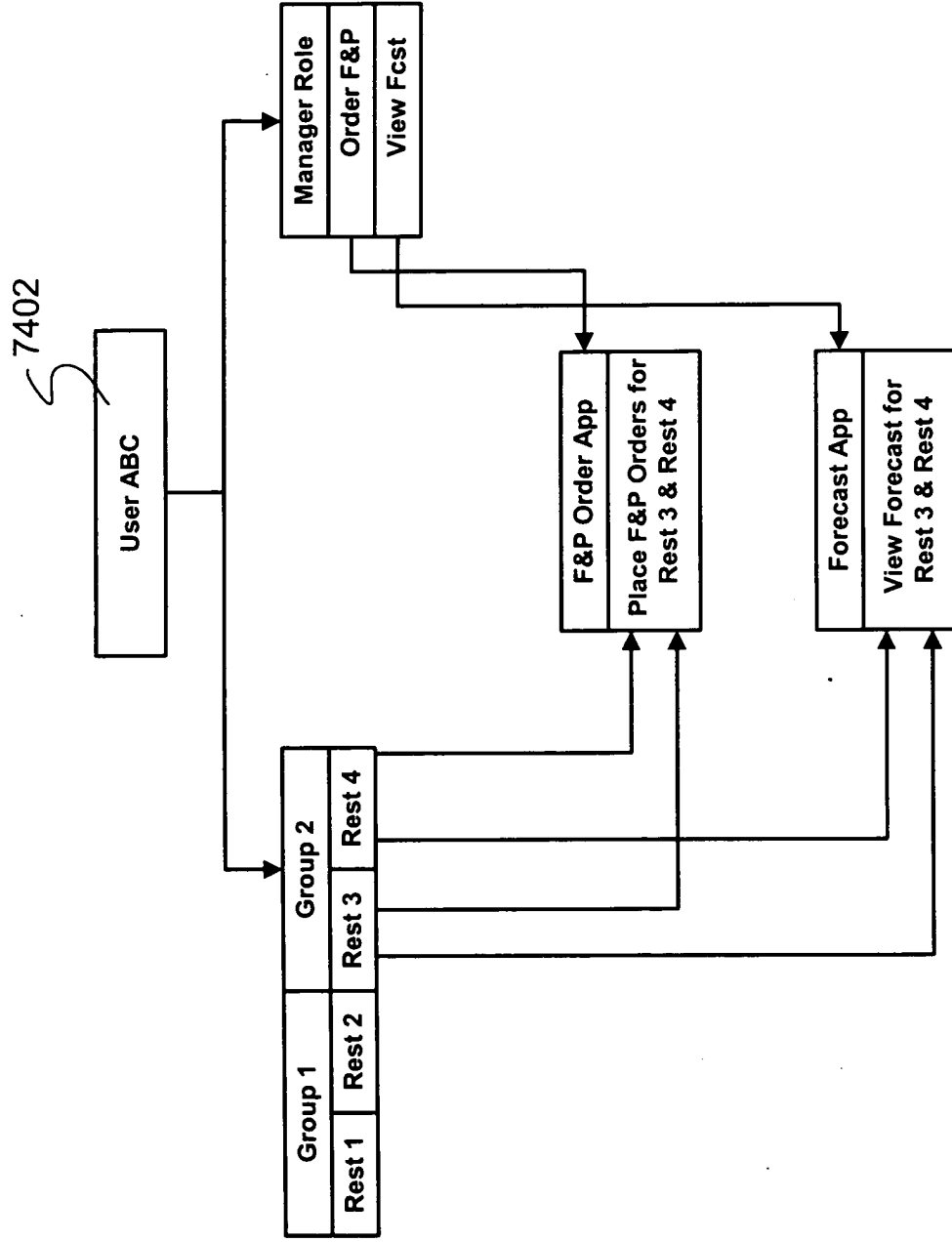


FIG. 74

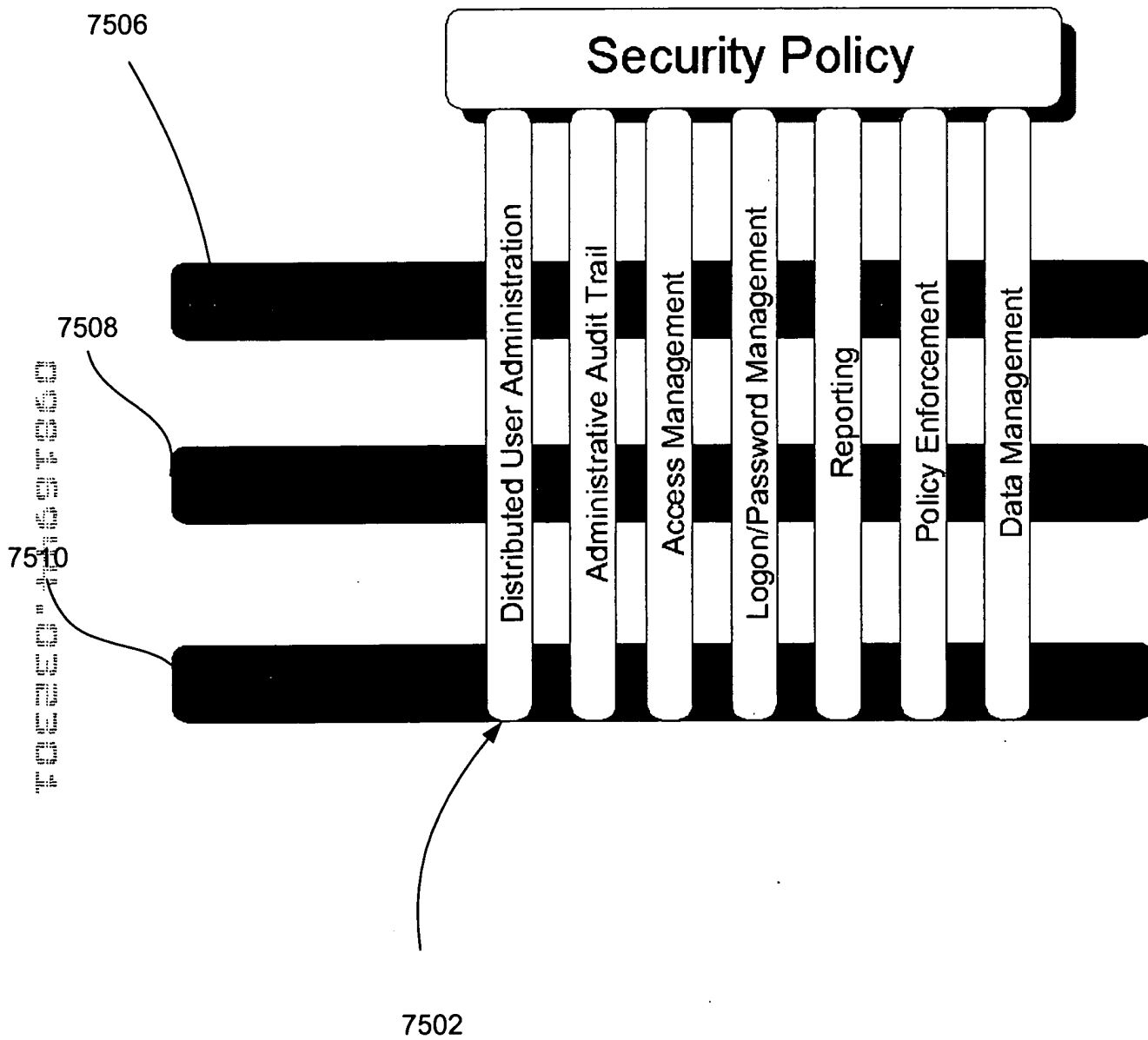
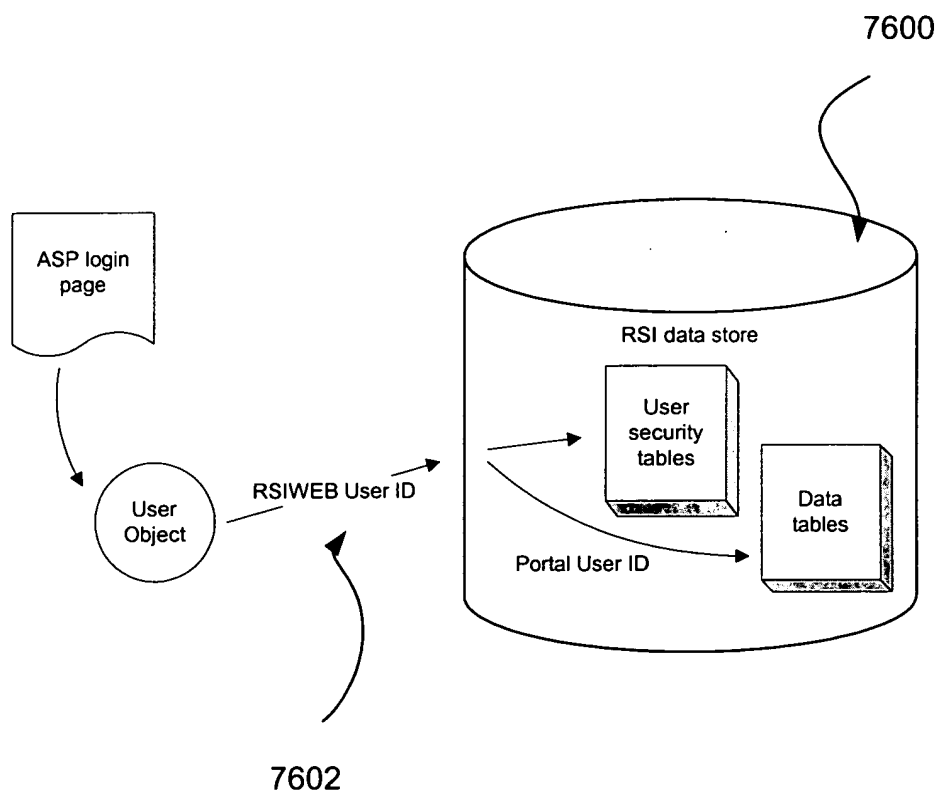


Fig. 75



**Fig. 76**



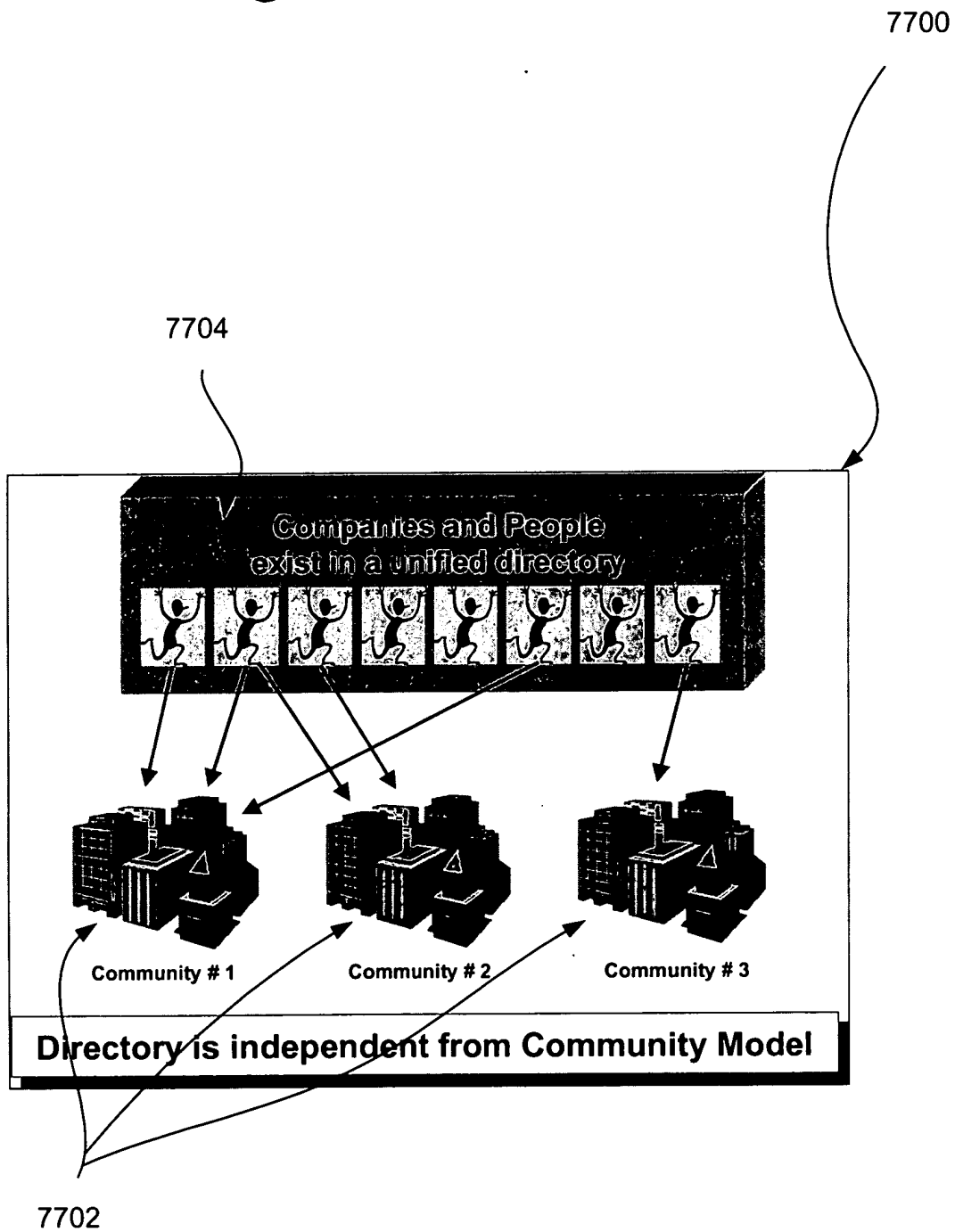


Fig. 77

7800

7802

7804

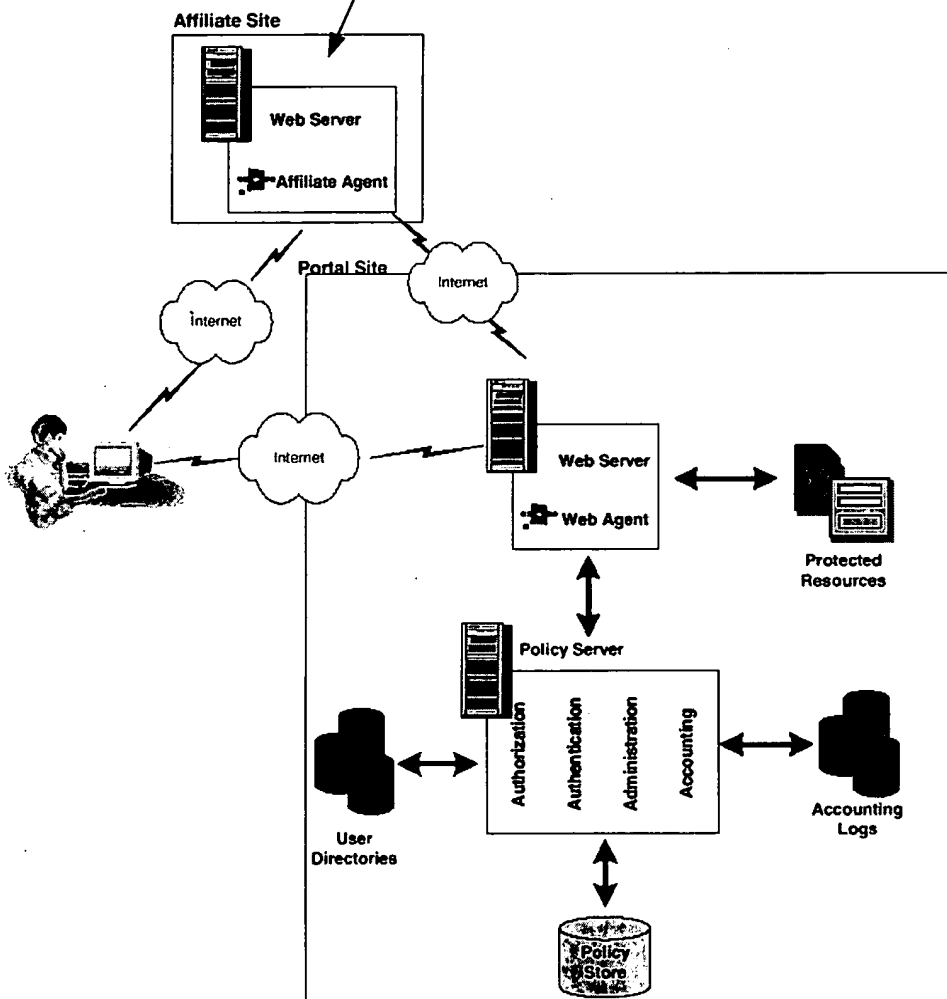


Fig. 78

7900

7902

# Policy-Based Web Security Model

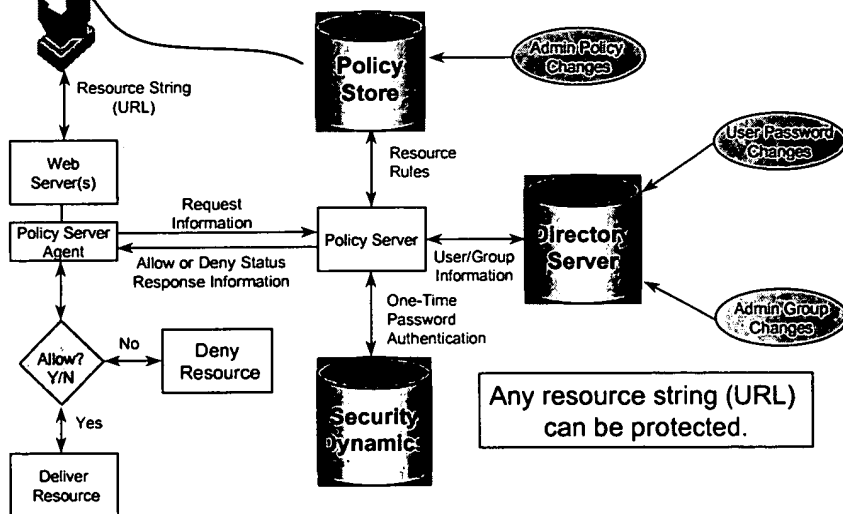
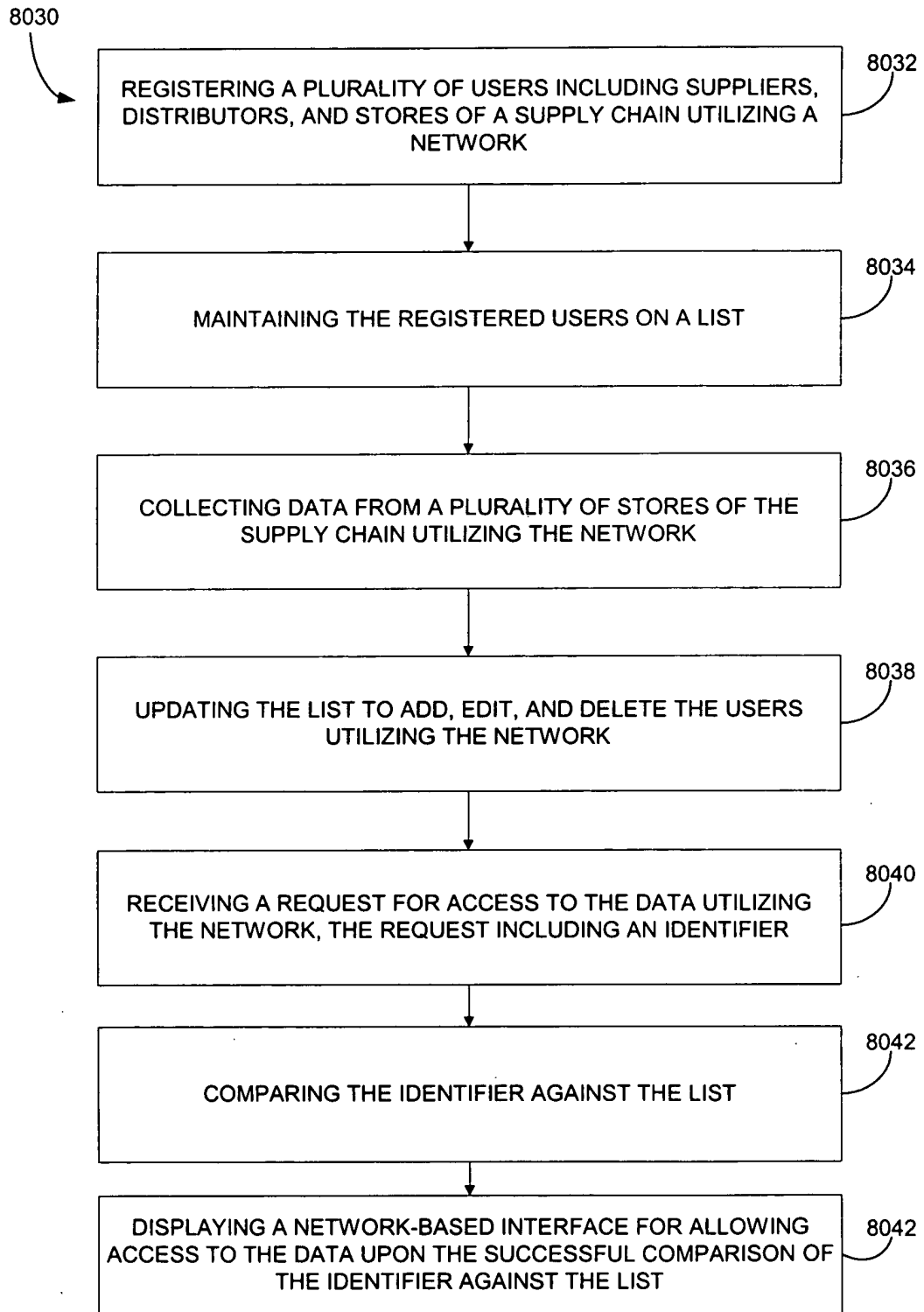
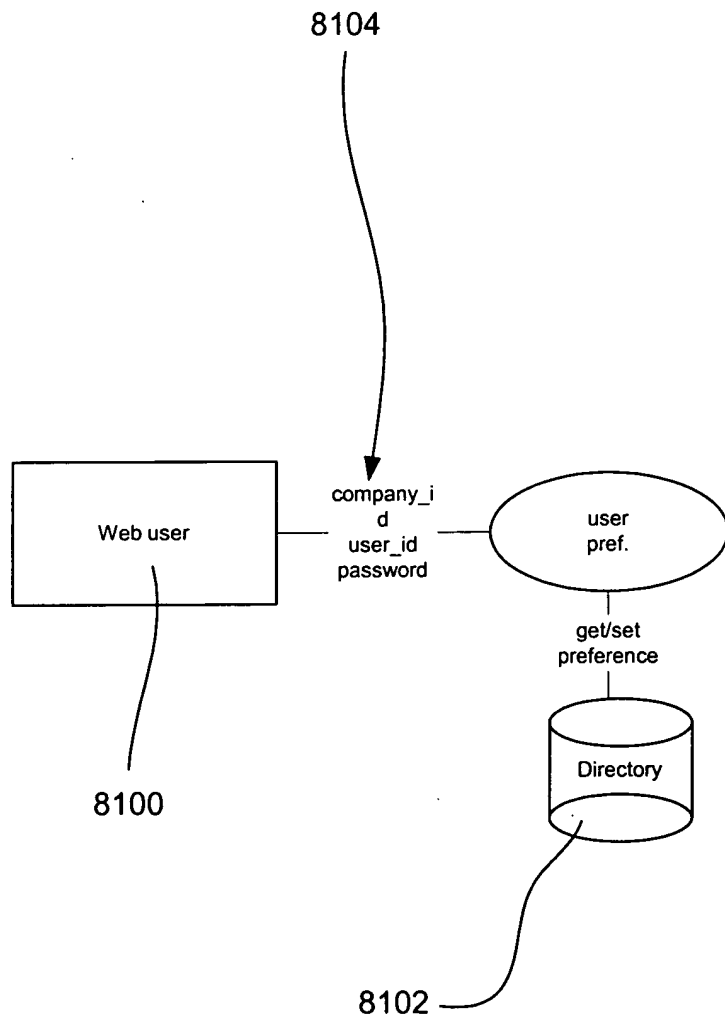


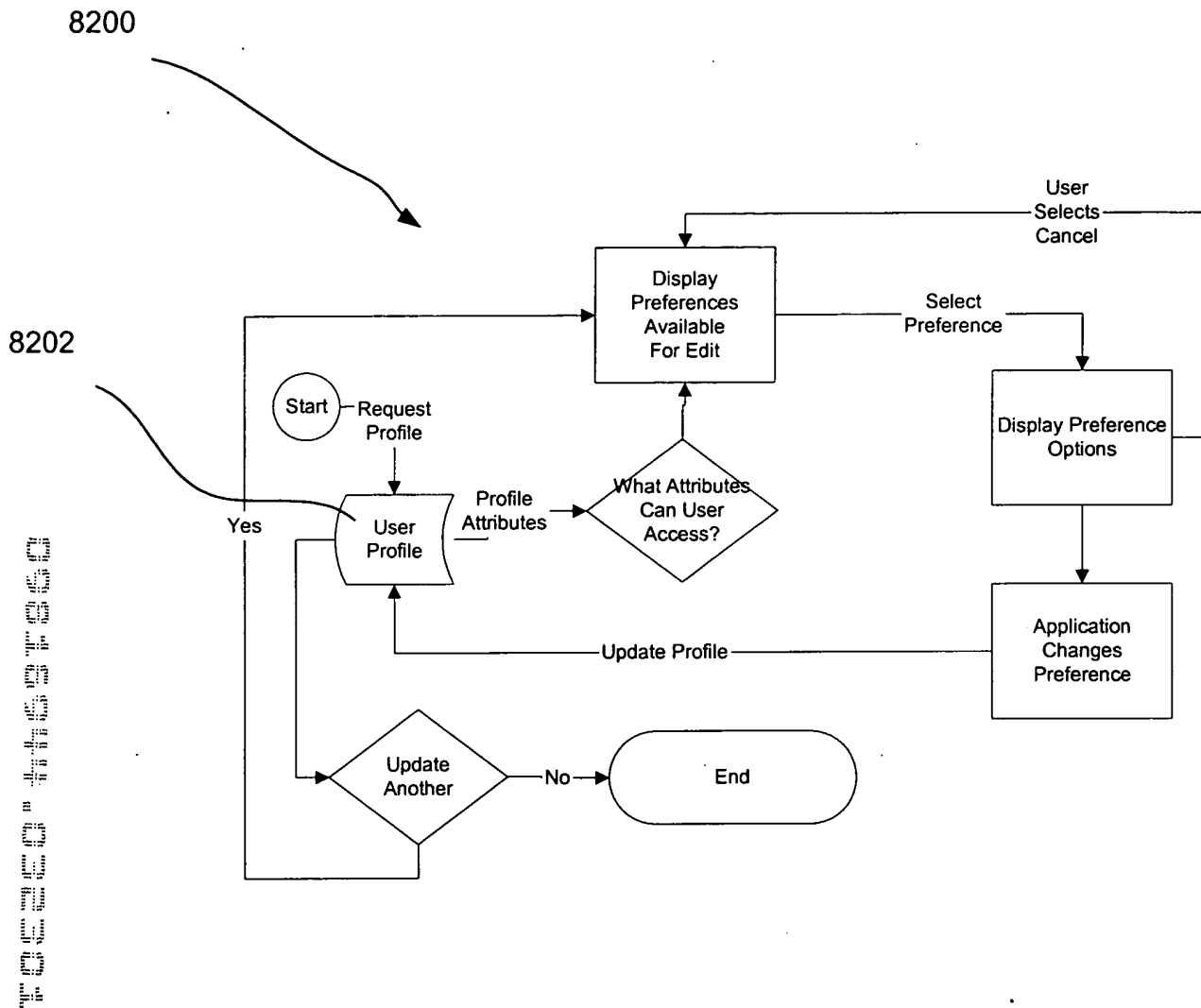
Fig. 79



**FIG. 80**



**Fig. 81**



**Fig. 82**



8302

8304

**Domain  
Privileges**

**Group  
Privileges  
(can include  
hierarchy based)**

**User's  
Privileges**

**Granted Privileges  
(Includes Roles)**

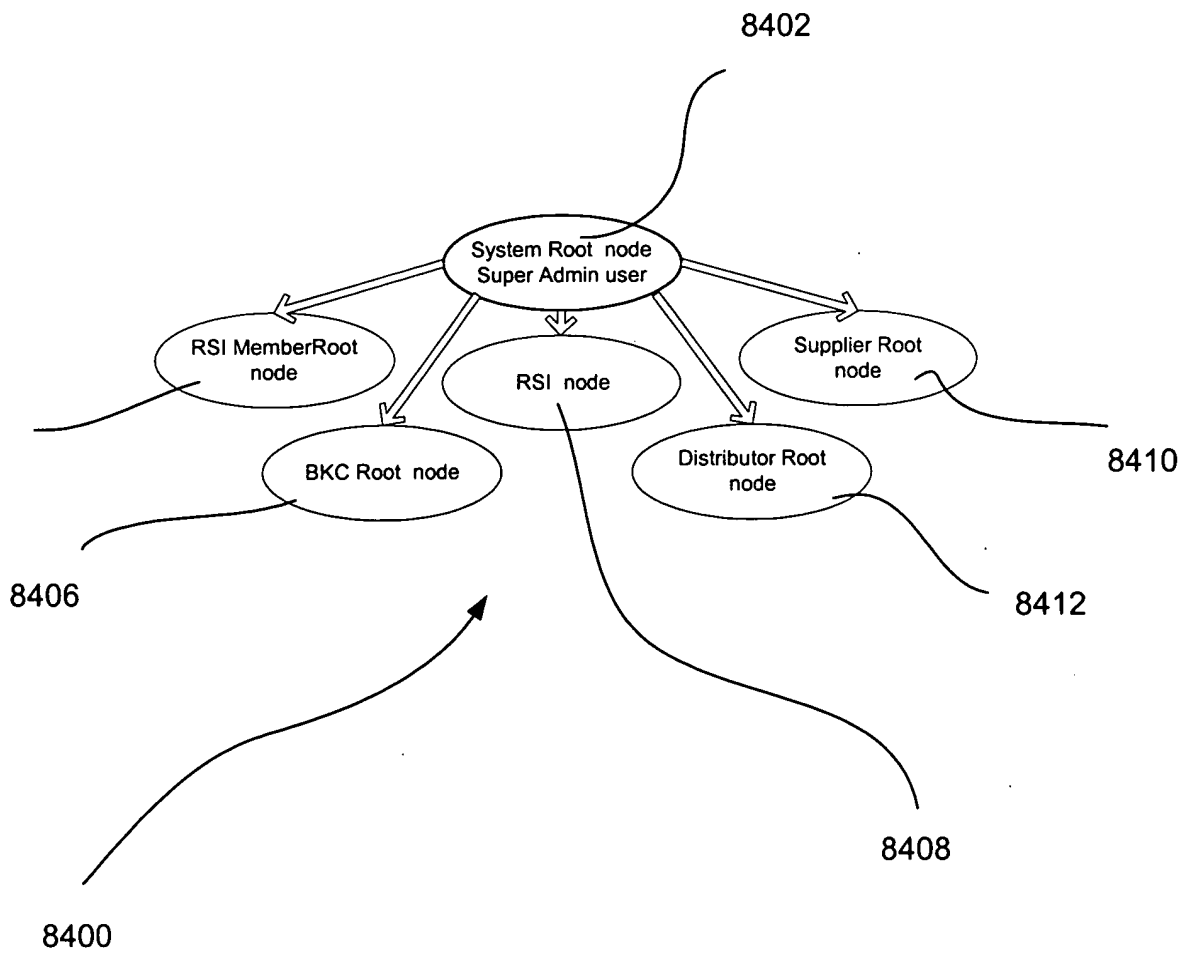
8306

8300

**Fig. 83**

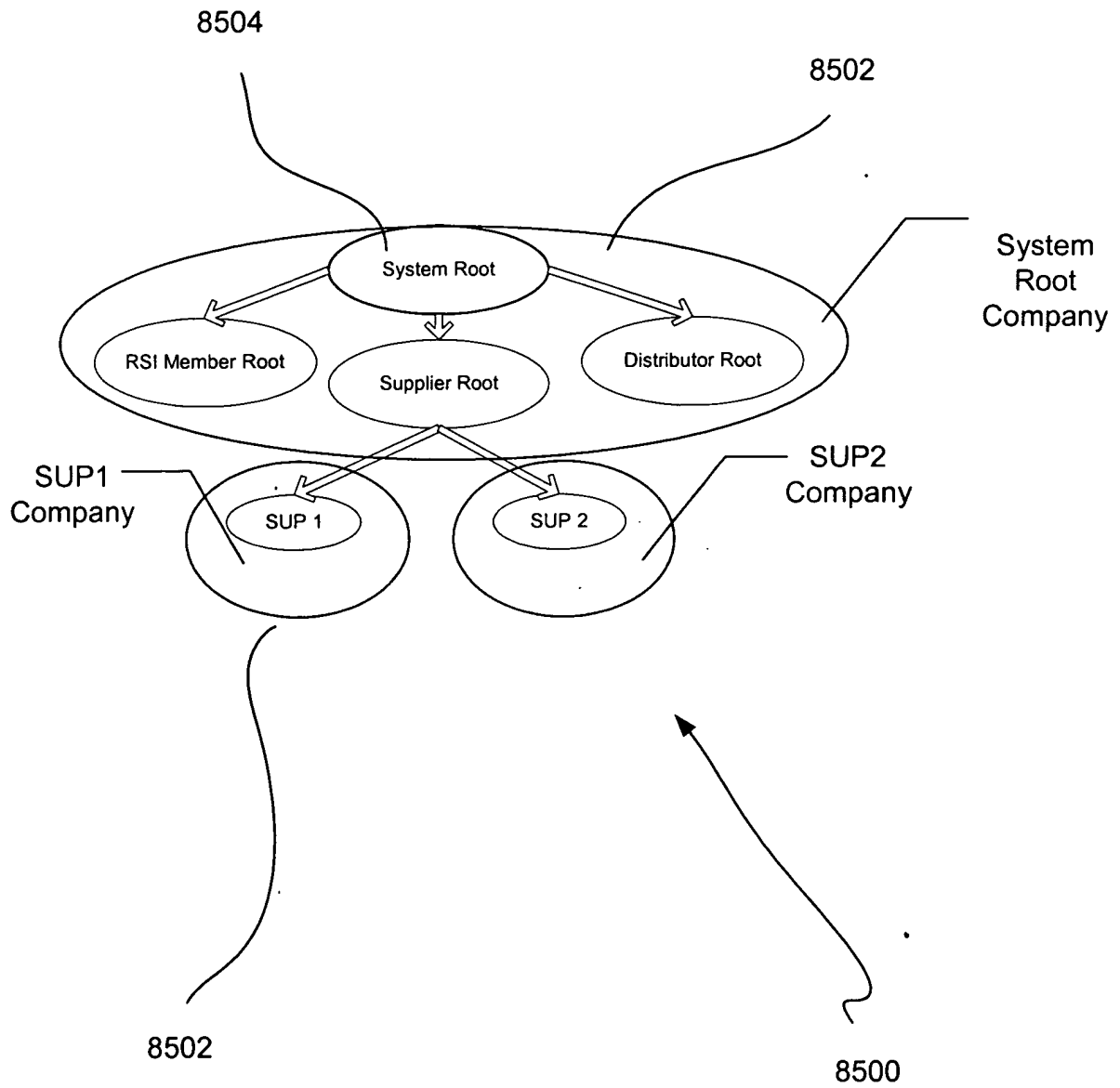
FIG. 83

8400 8406 8408 8410 8412 8402 8404



**Fig. 84**





**Fig. 85**

8600

602

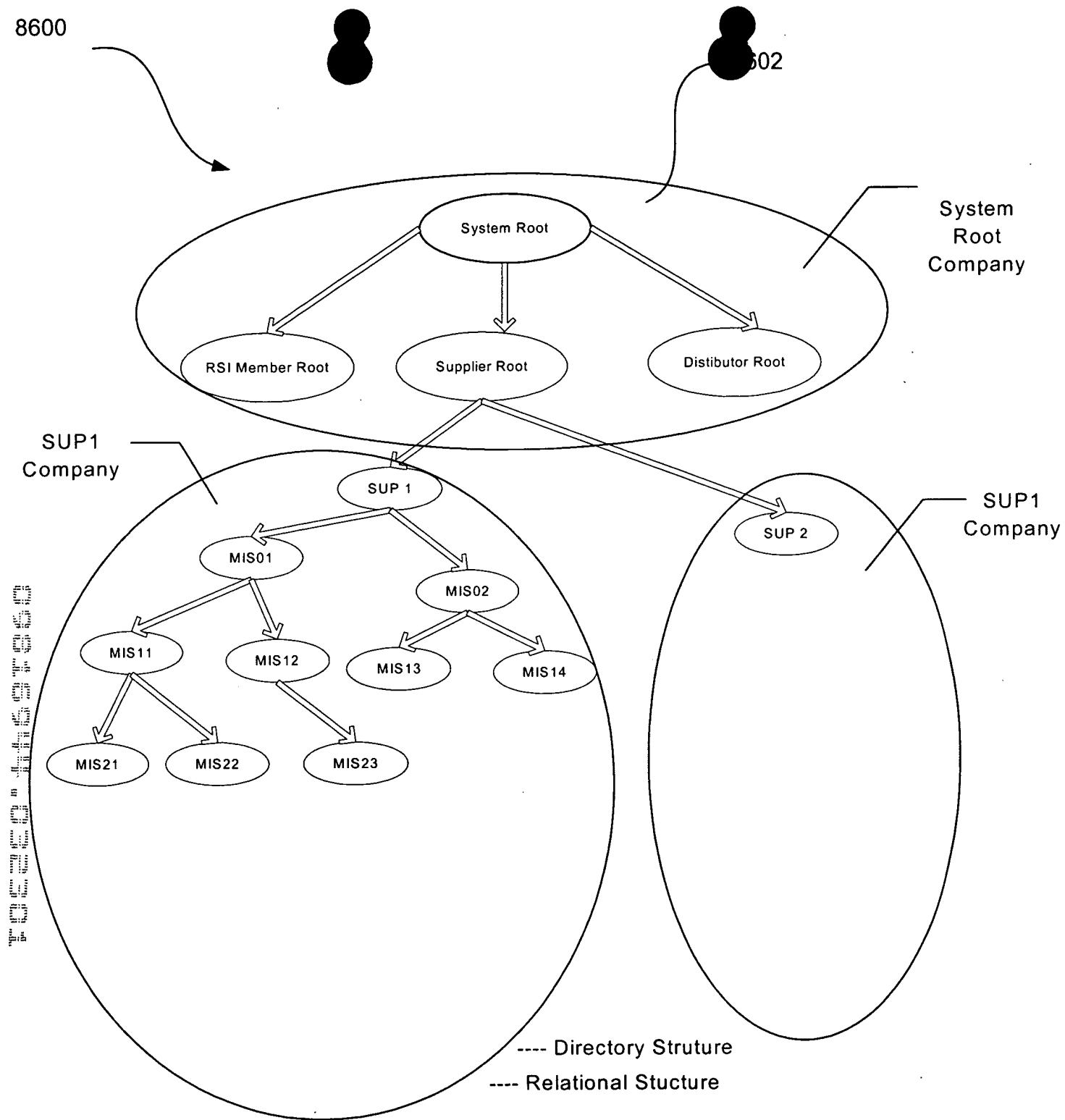


Fig. 86

## Group Hierarchy Management: Data Flow

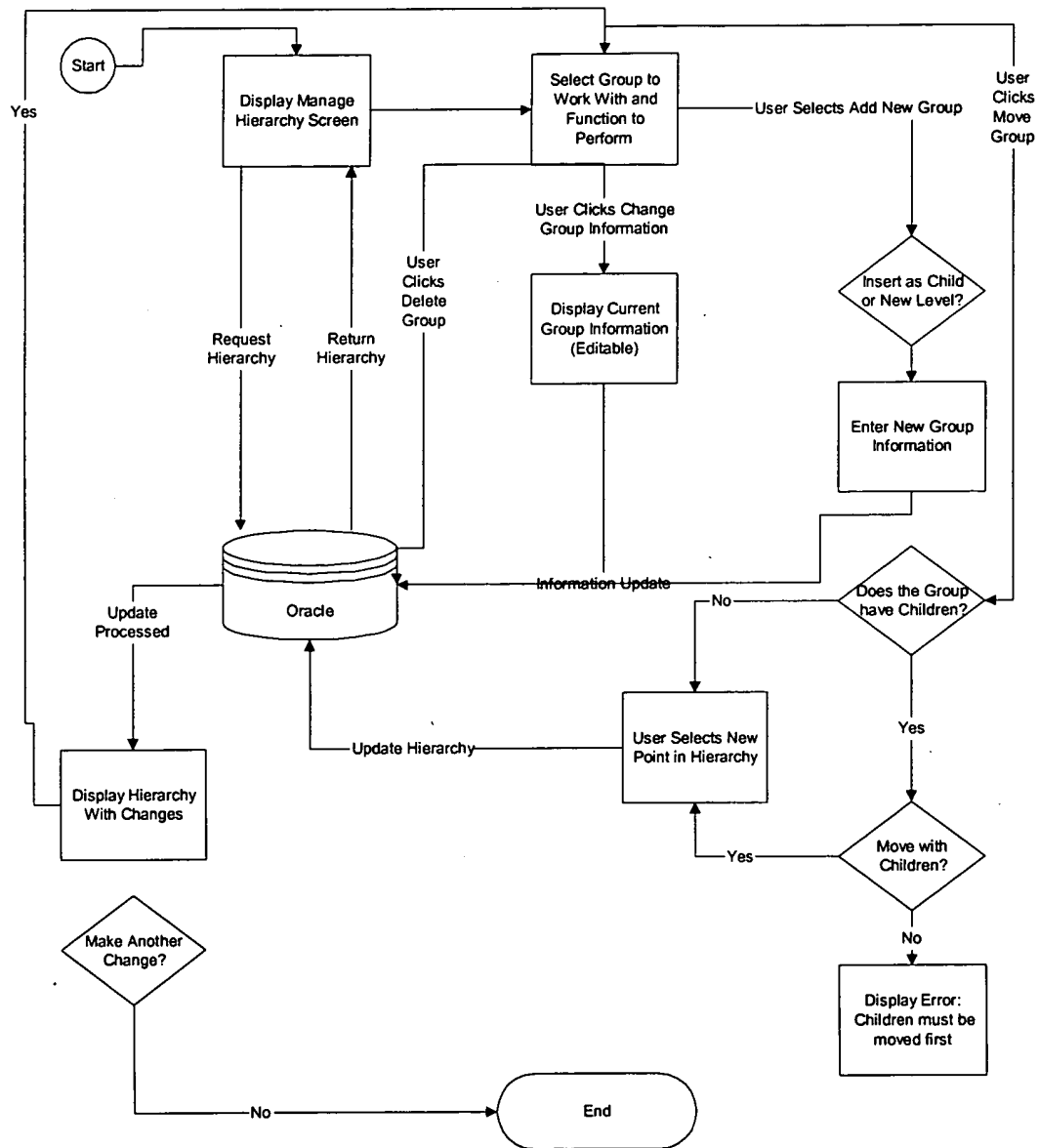


Fig. 87

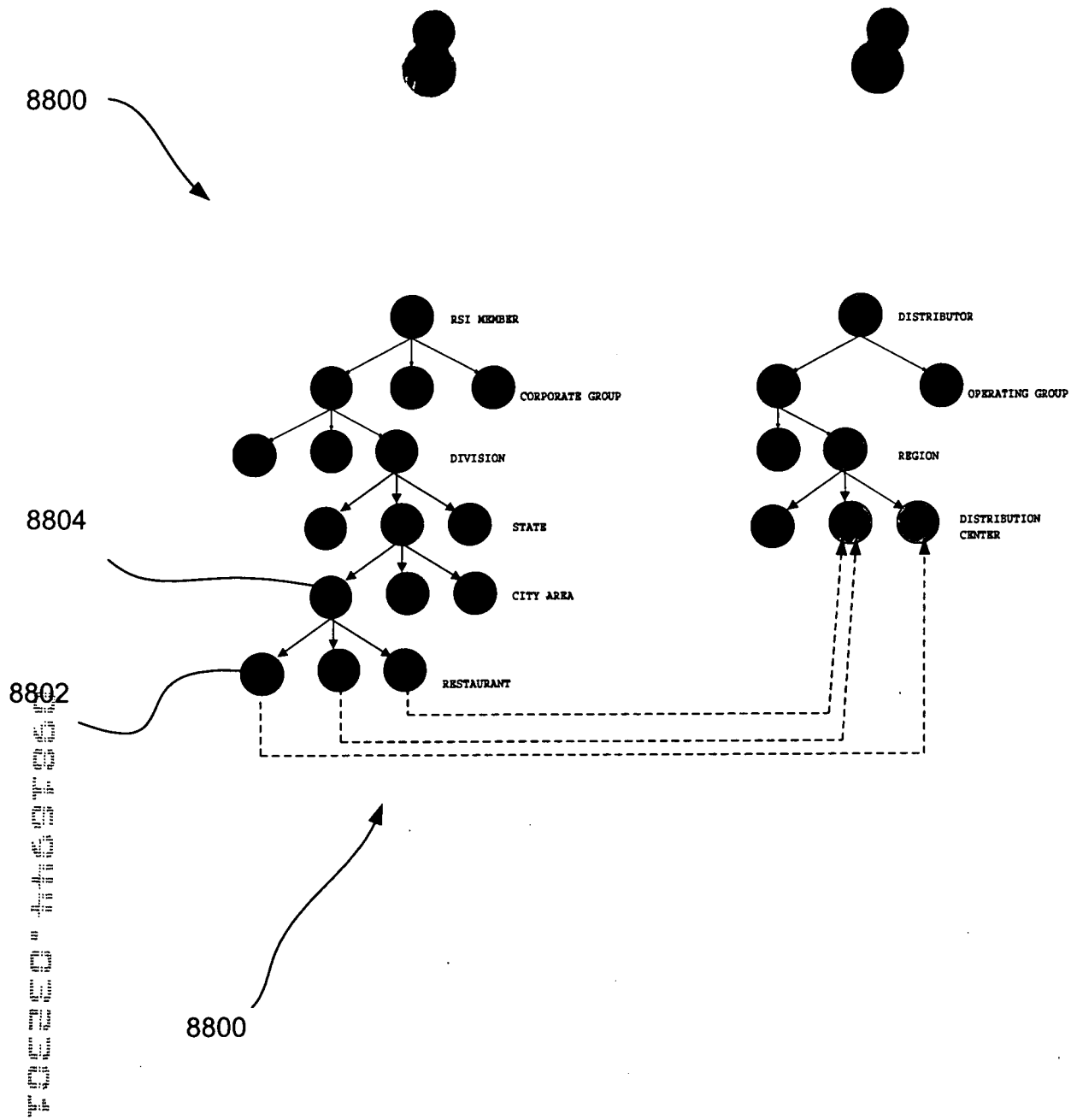


Fig. 88

8902

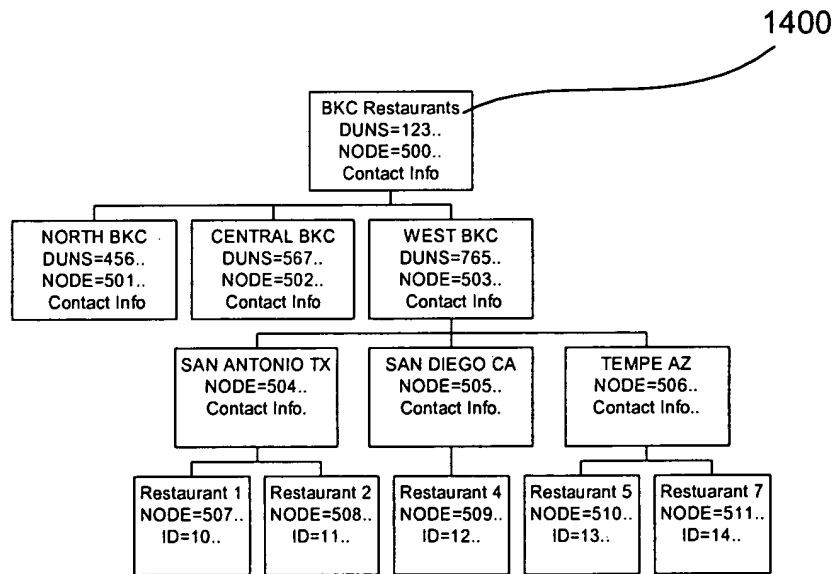


Fig. 89

9000

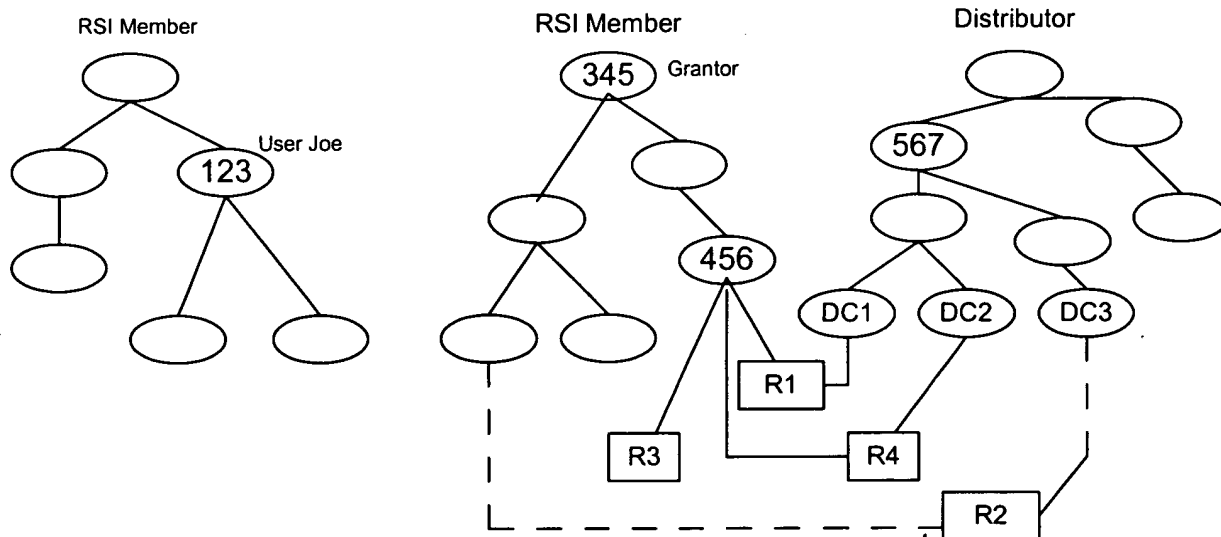


FIG. 90

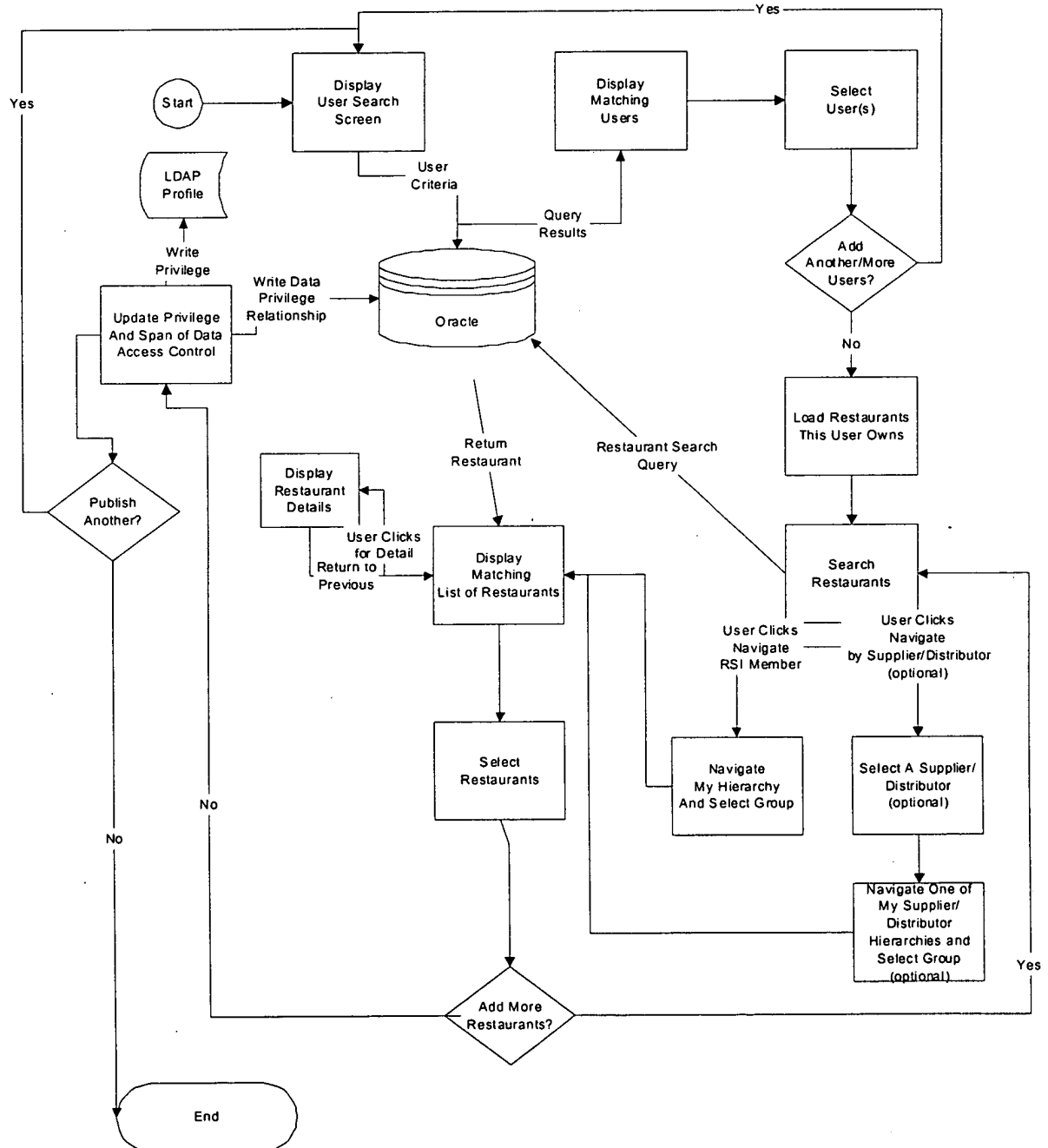
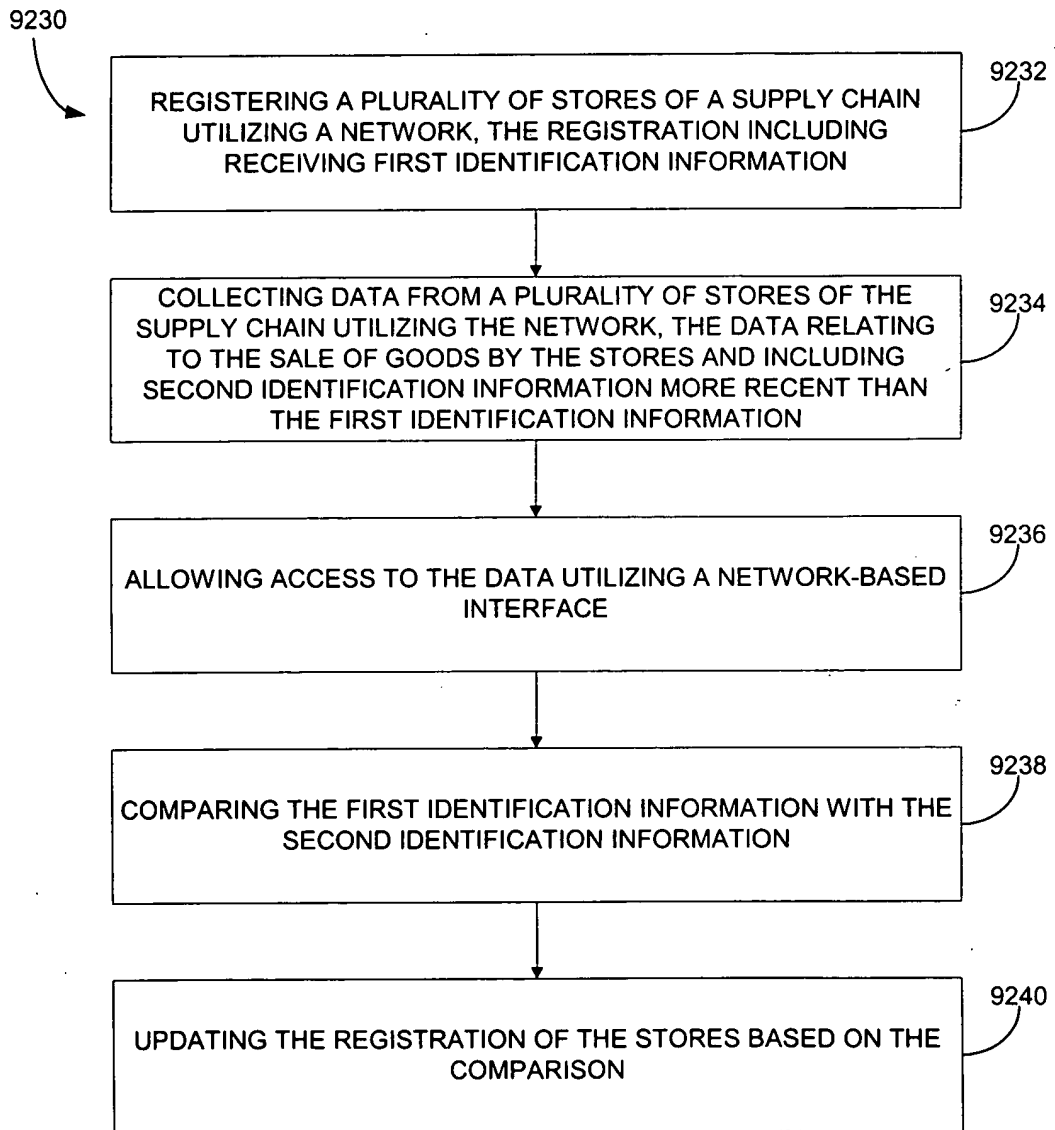
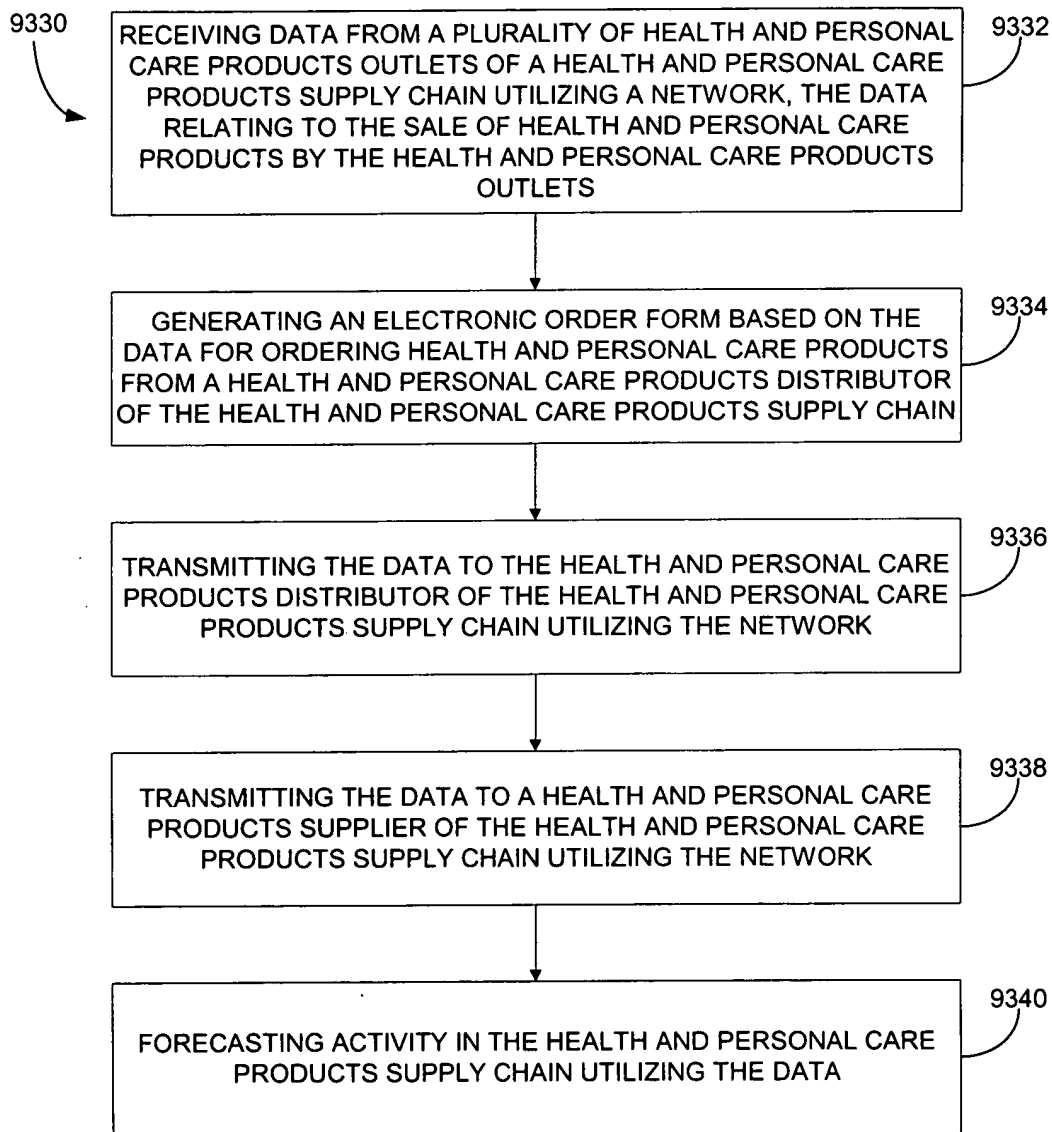


Fig. 91

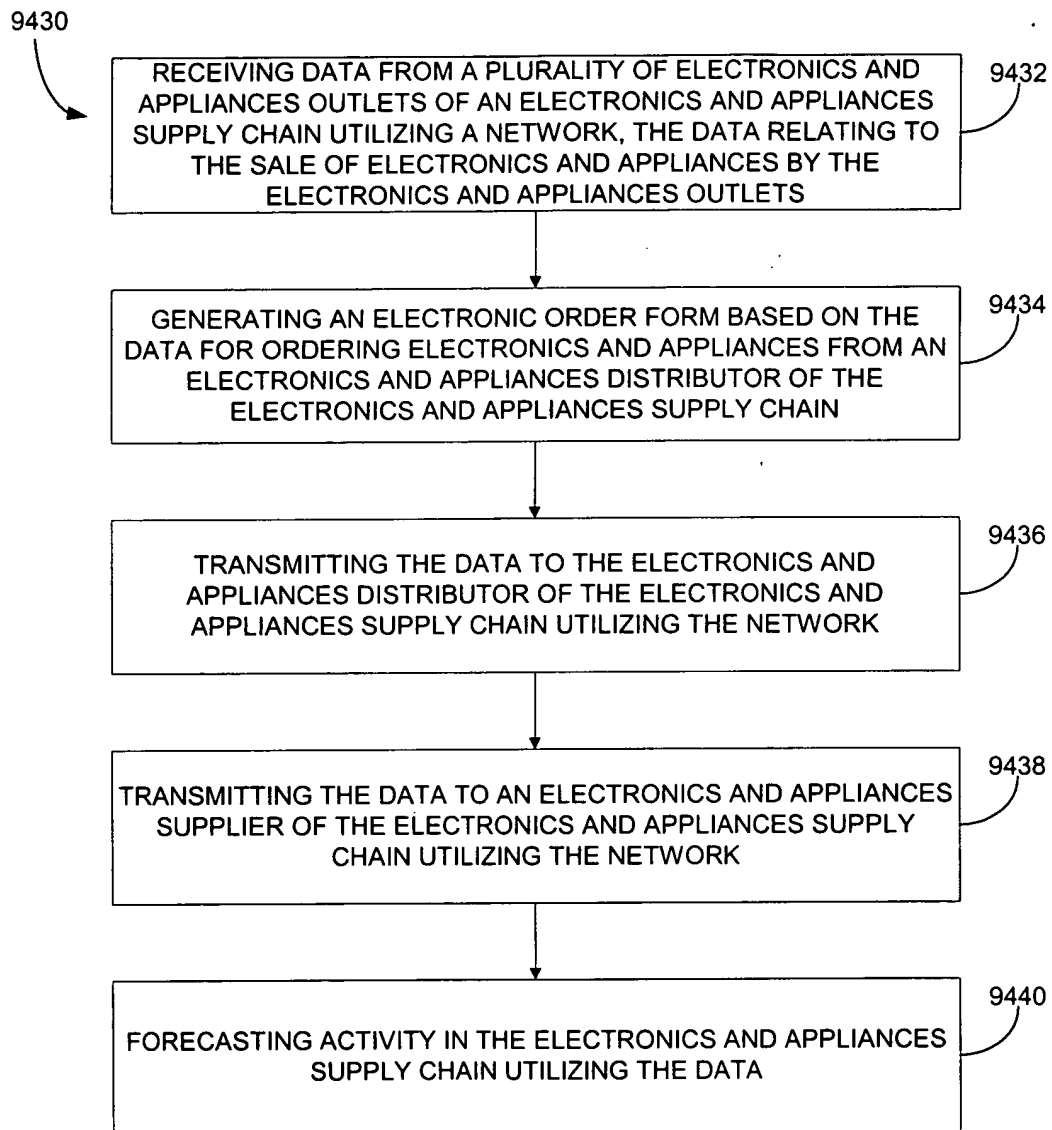


**FIG. 92**

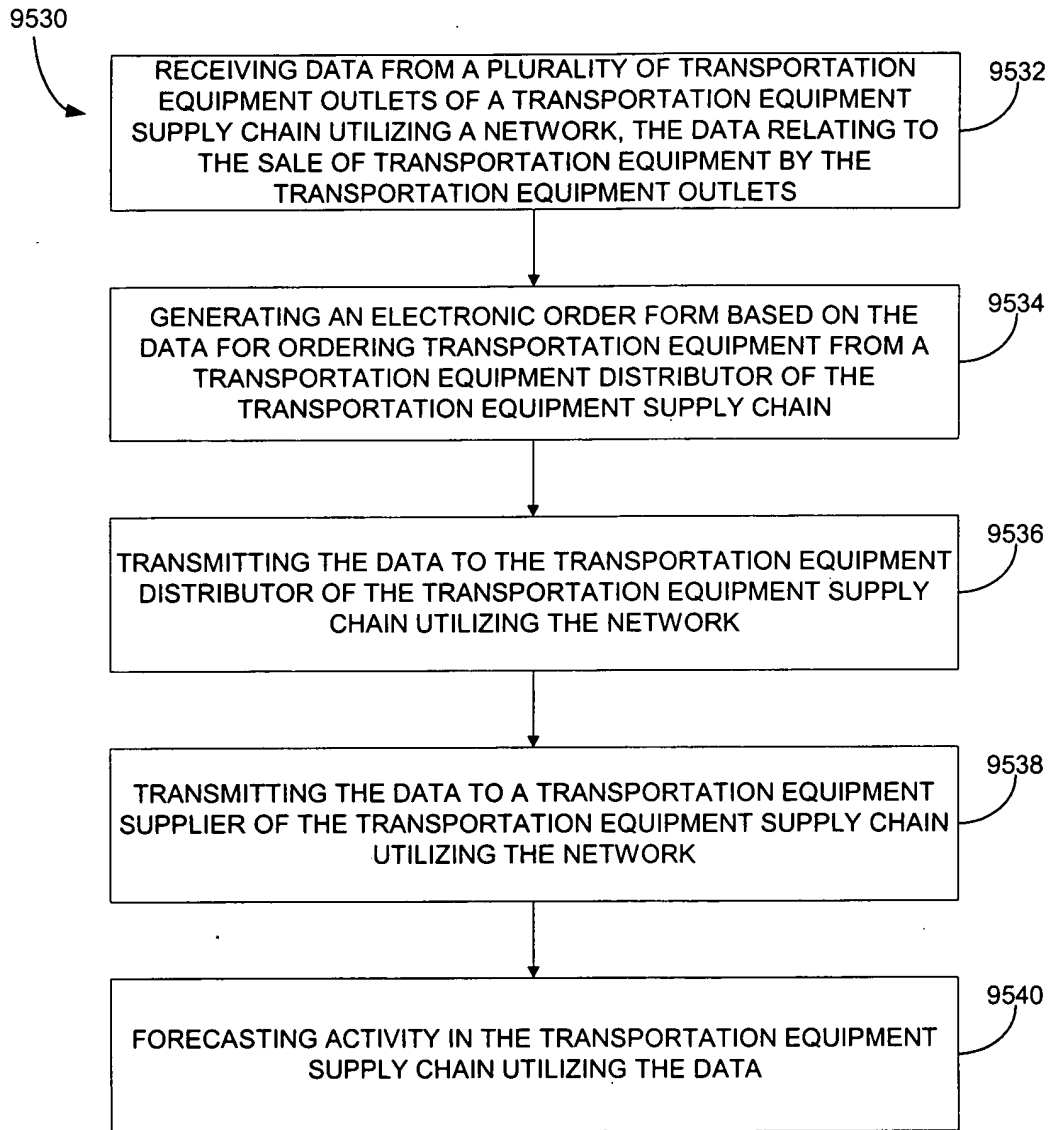




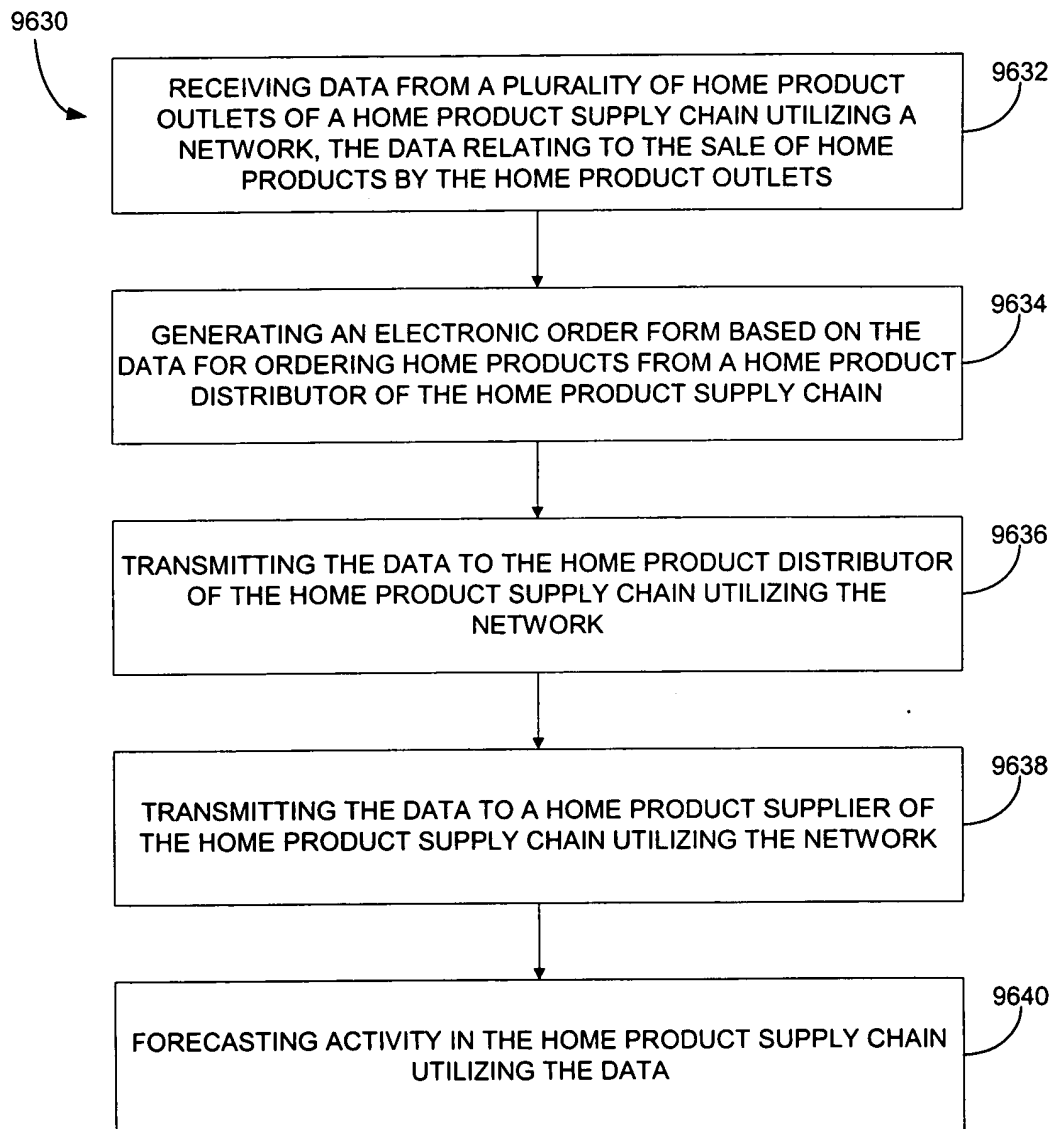
**FIG. 93**



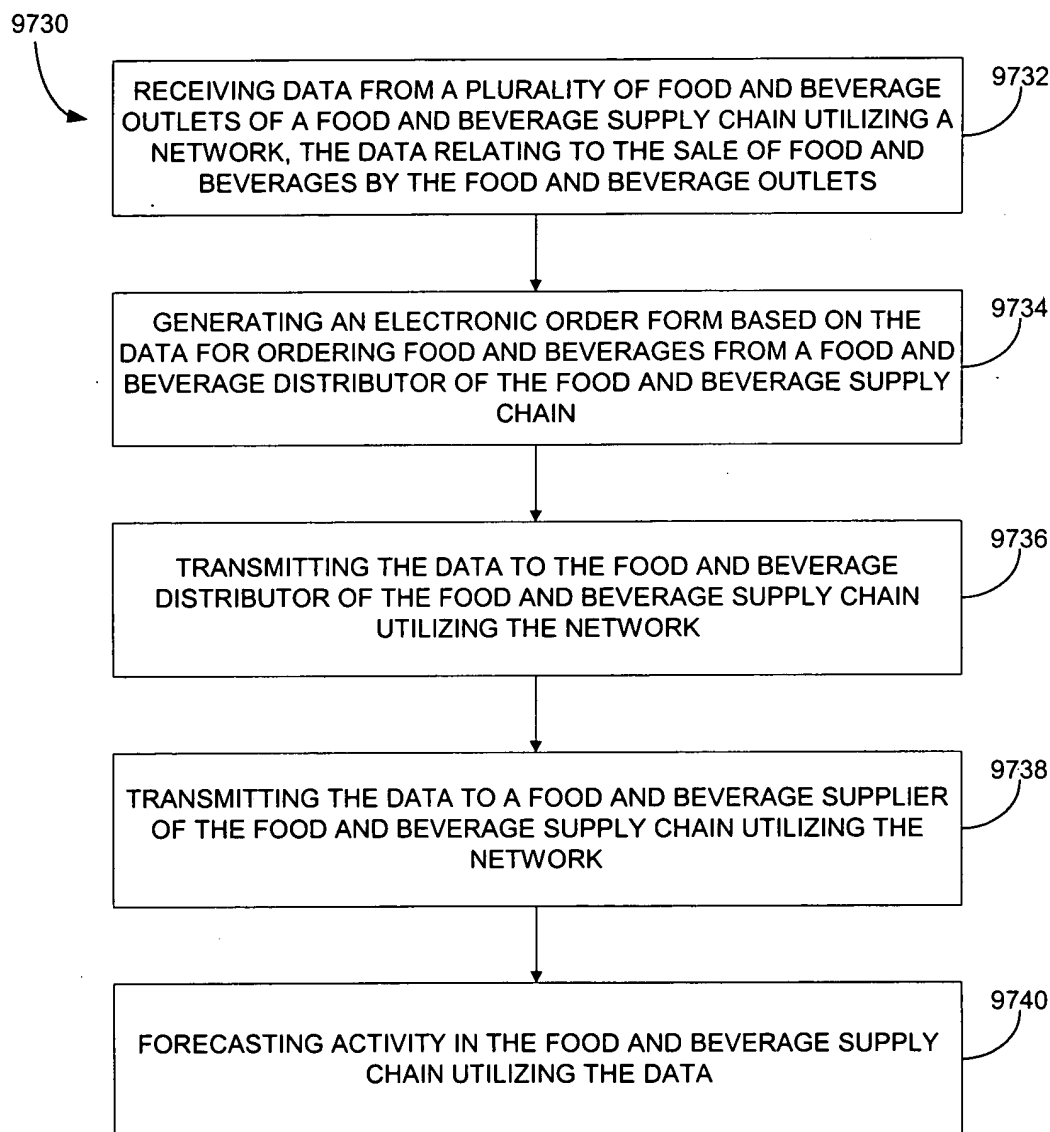
**FIG. 94**



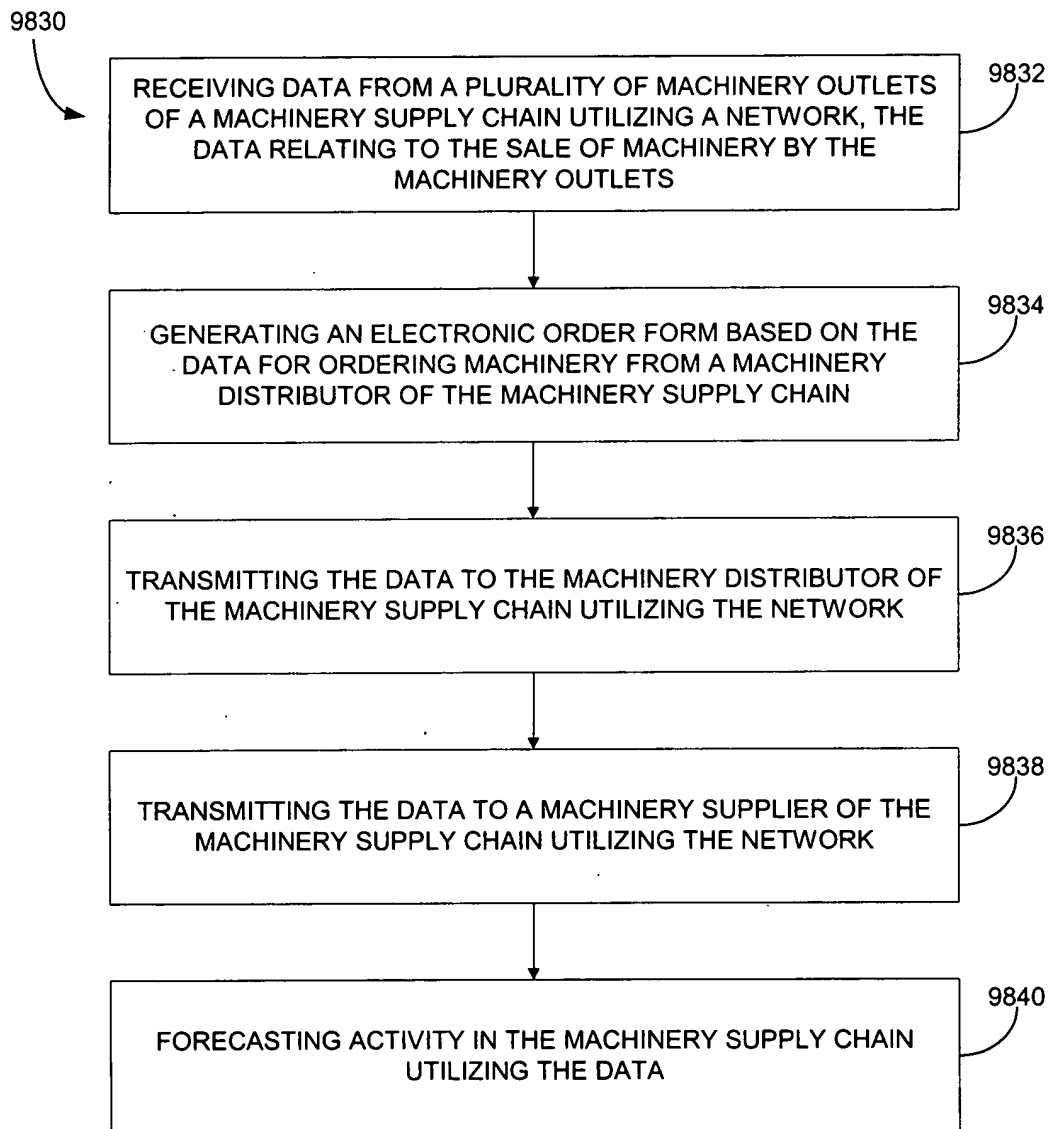
**FIG. 95**



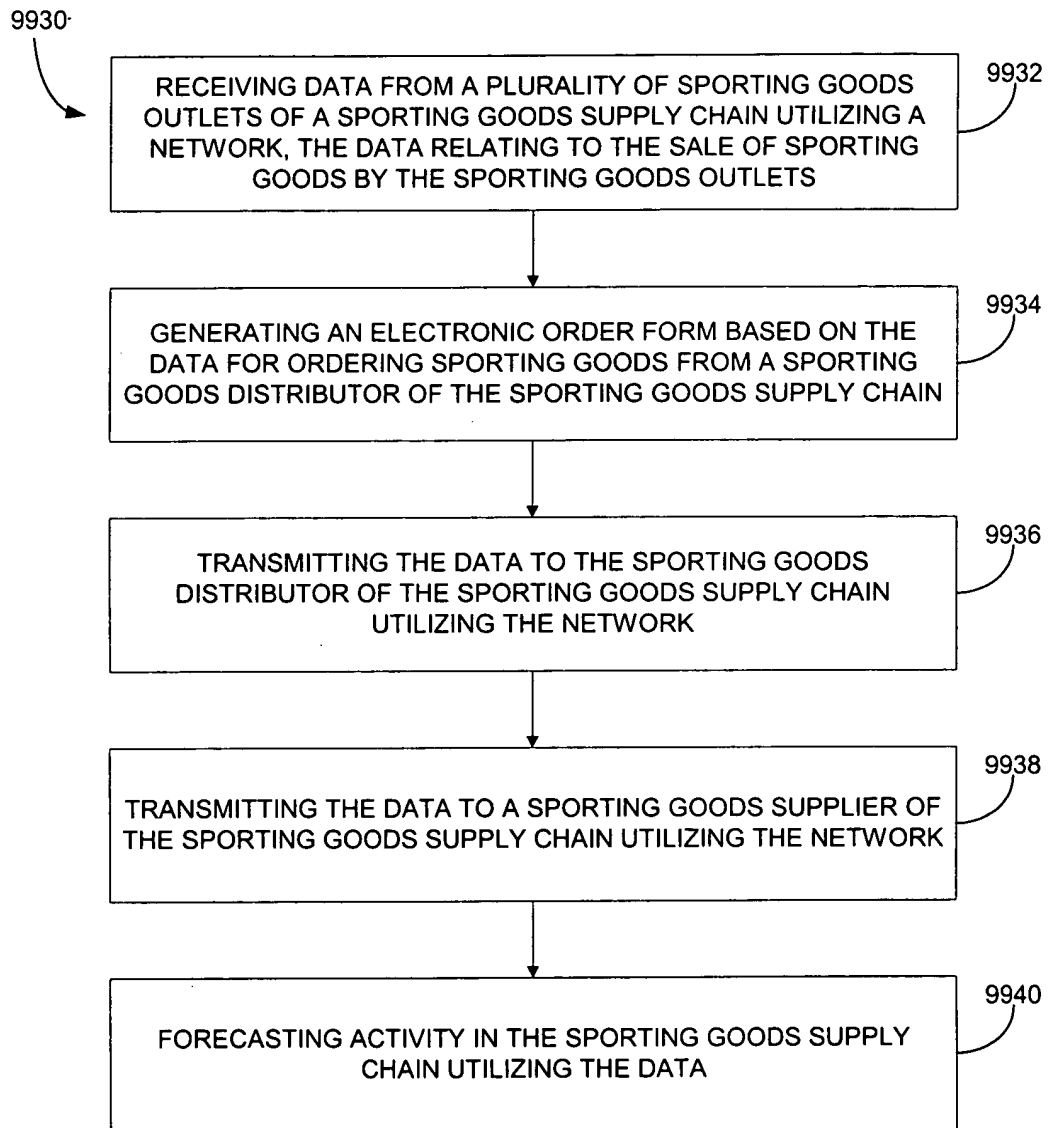
**FIG. 96**



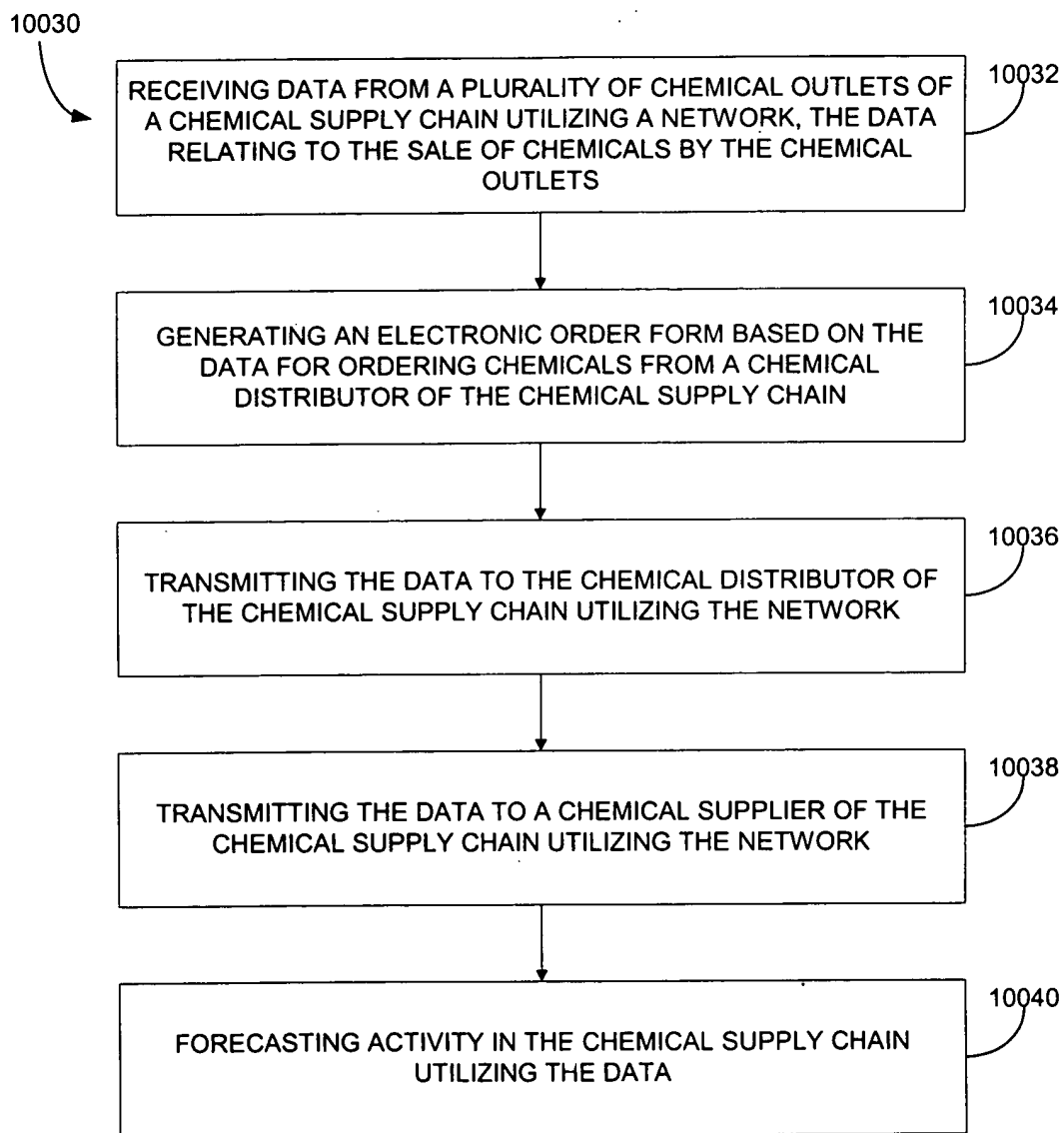
**FIG. 97**



**FIG. 98**

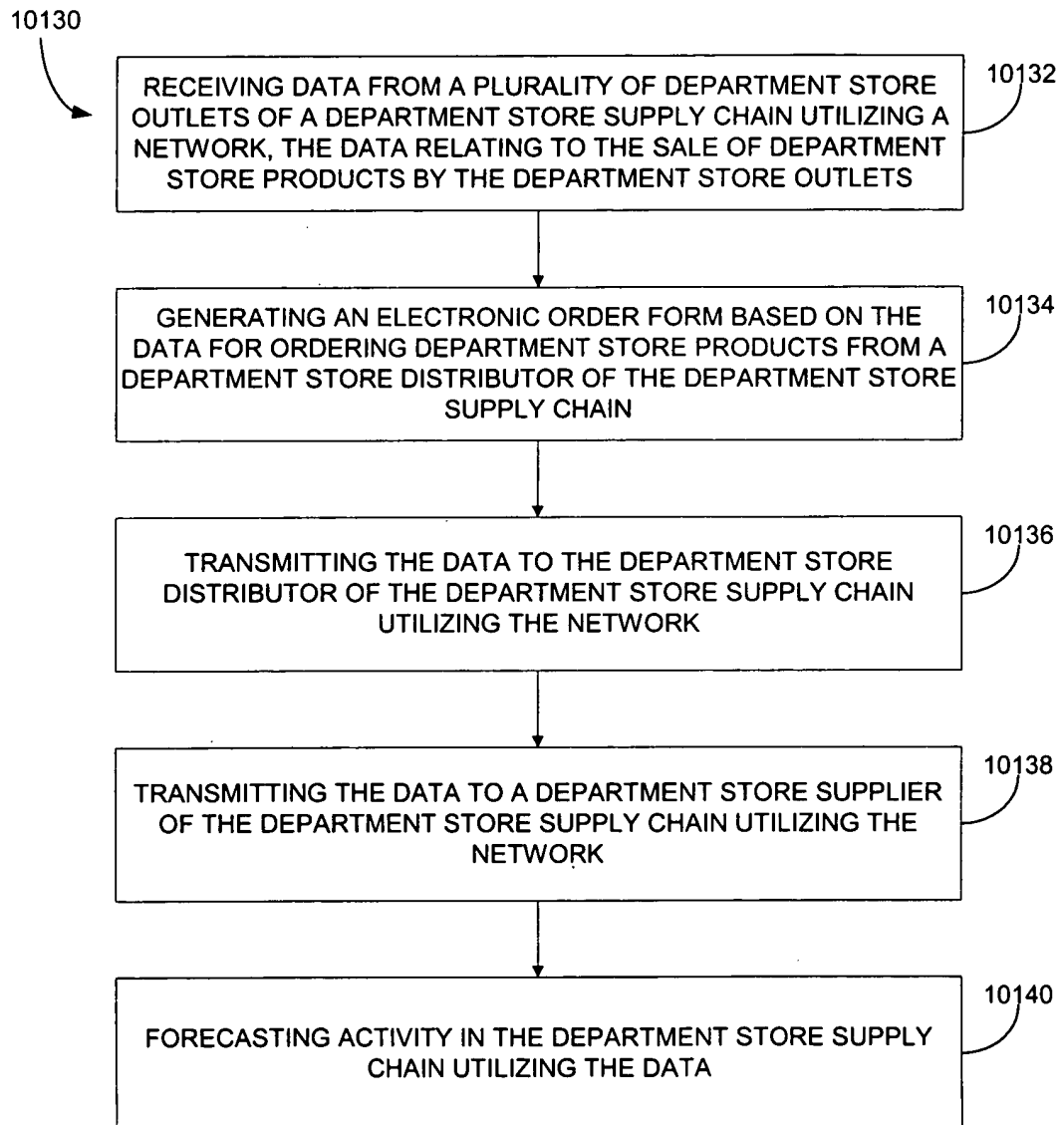


**FIG. 99**

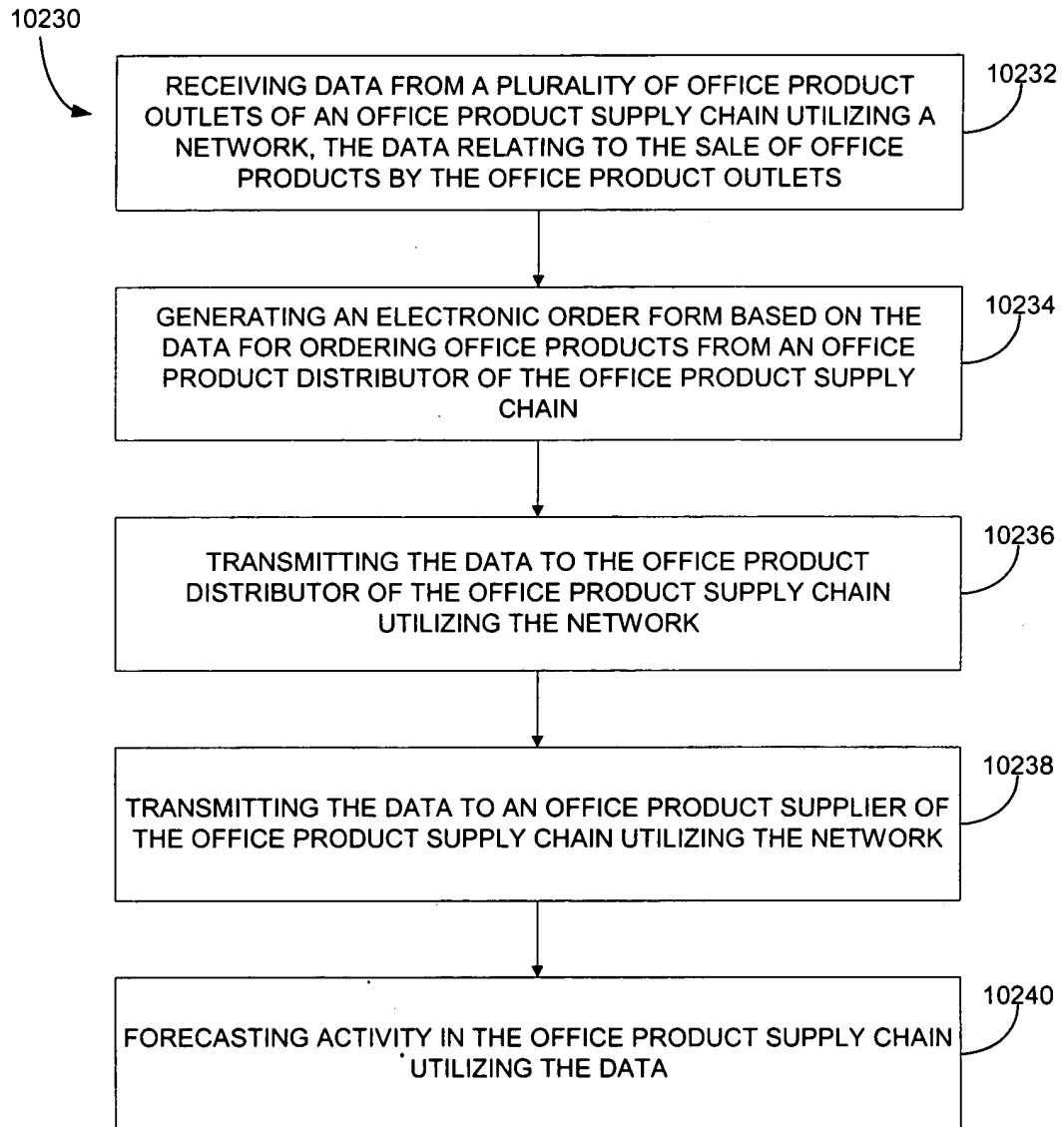


**FIG. 100**



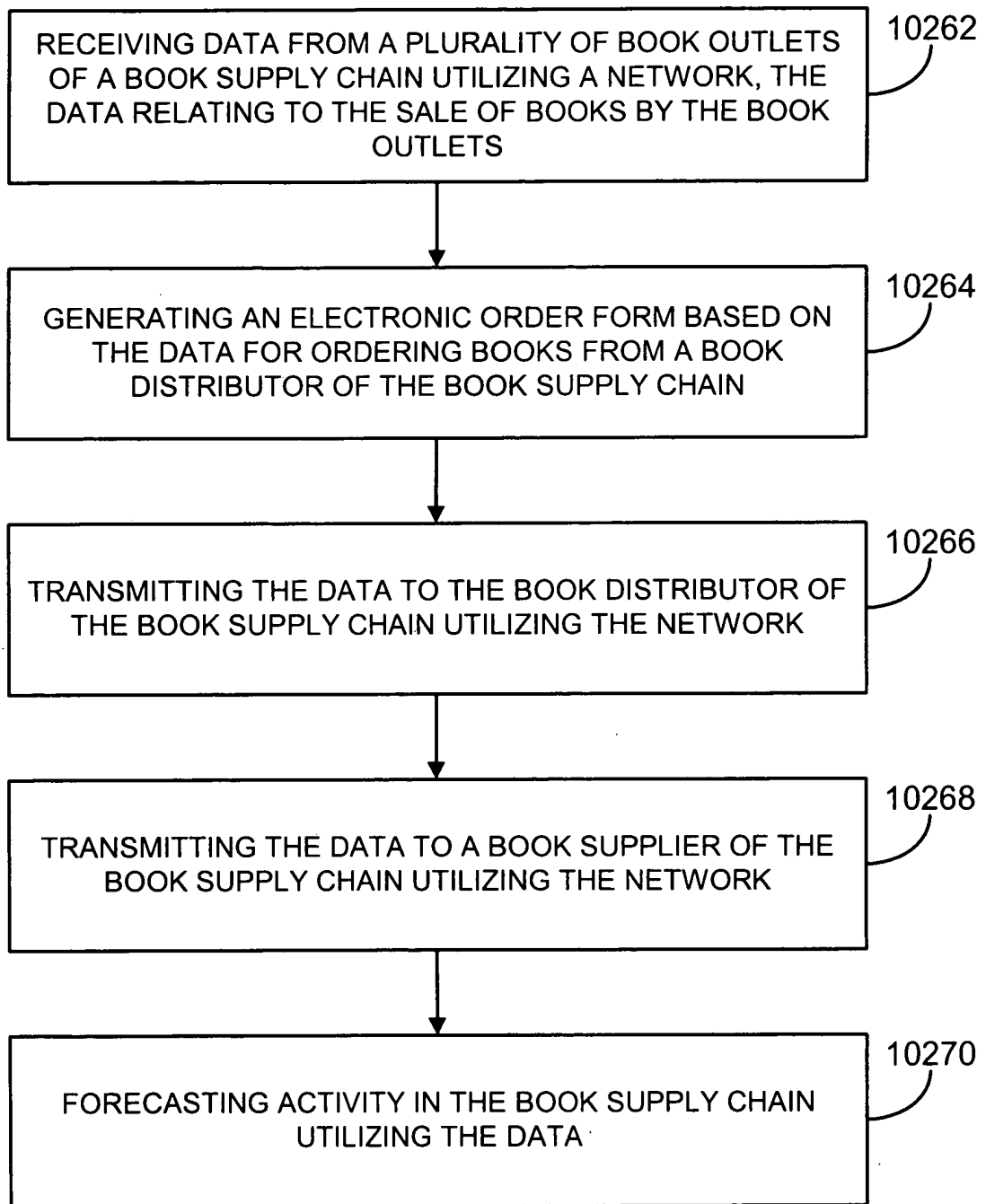


**FIG. 101**

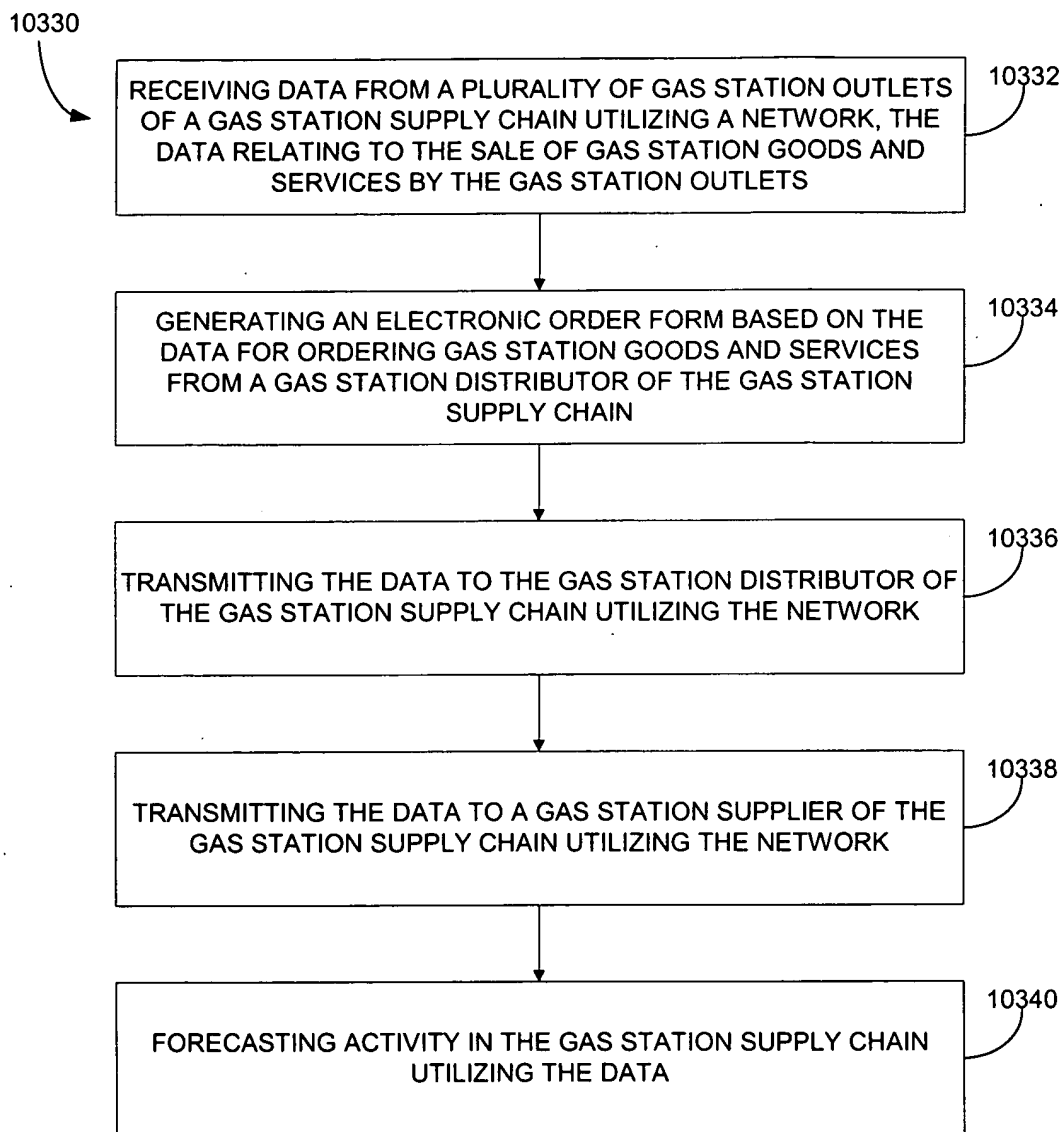


**FIG. 102A**

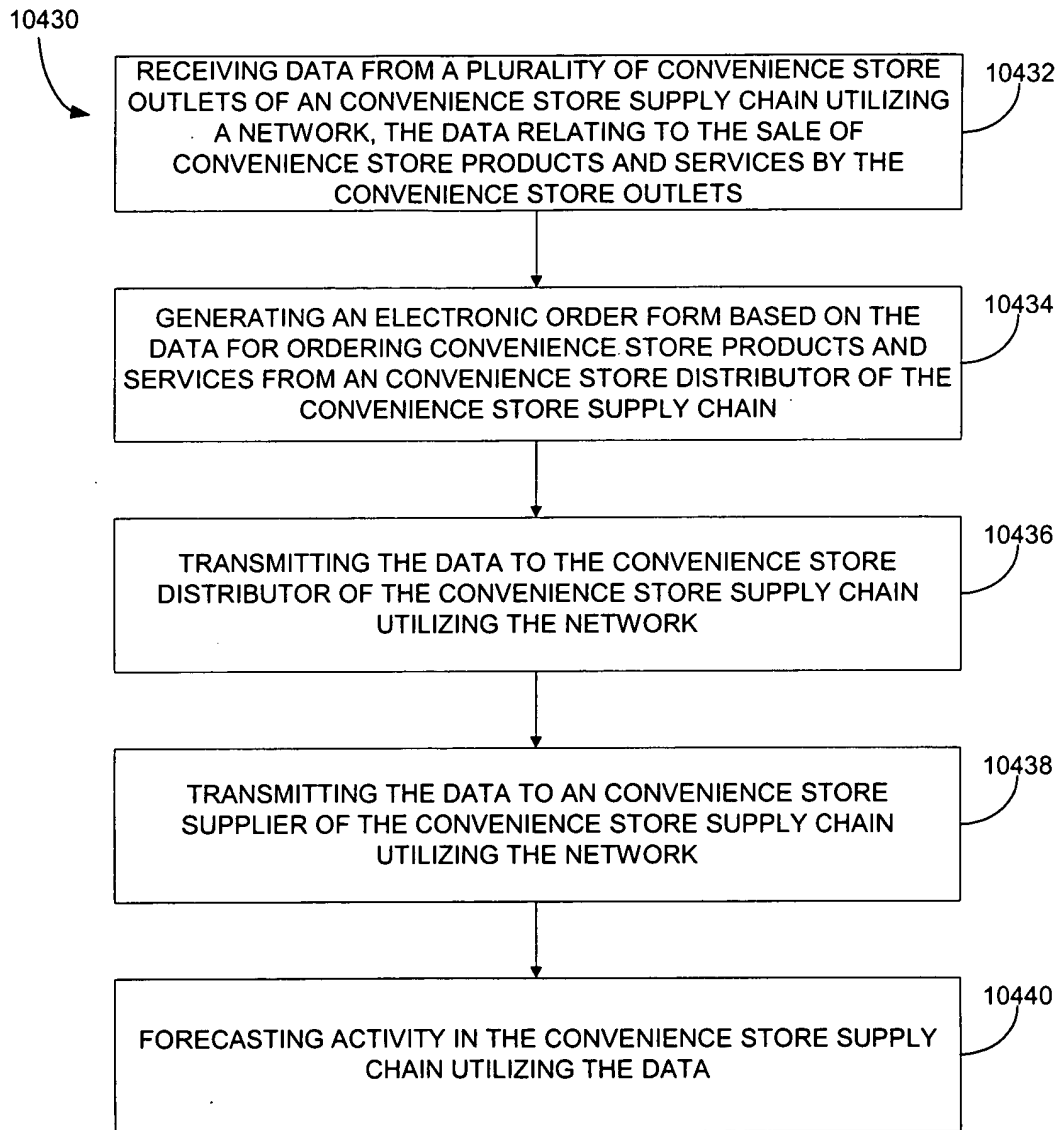
10260



**FIG. 102B**

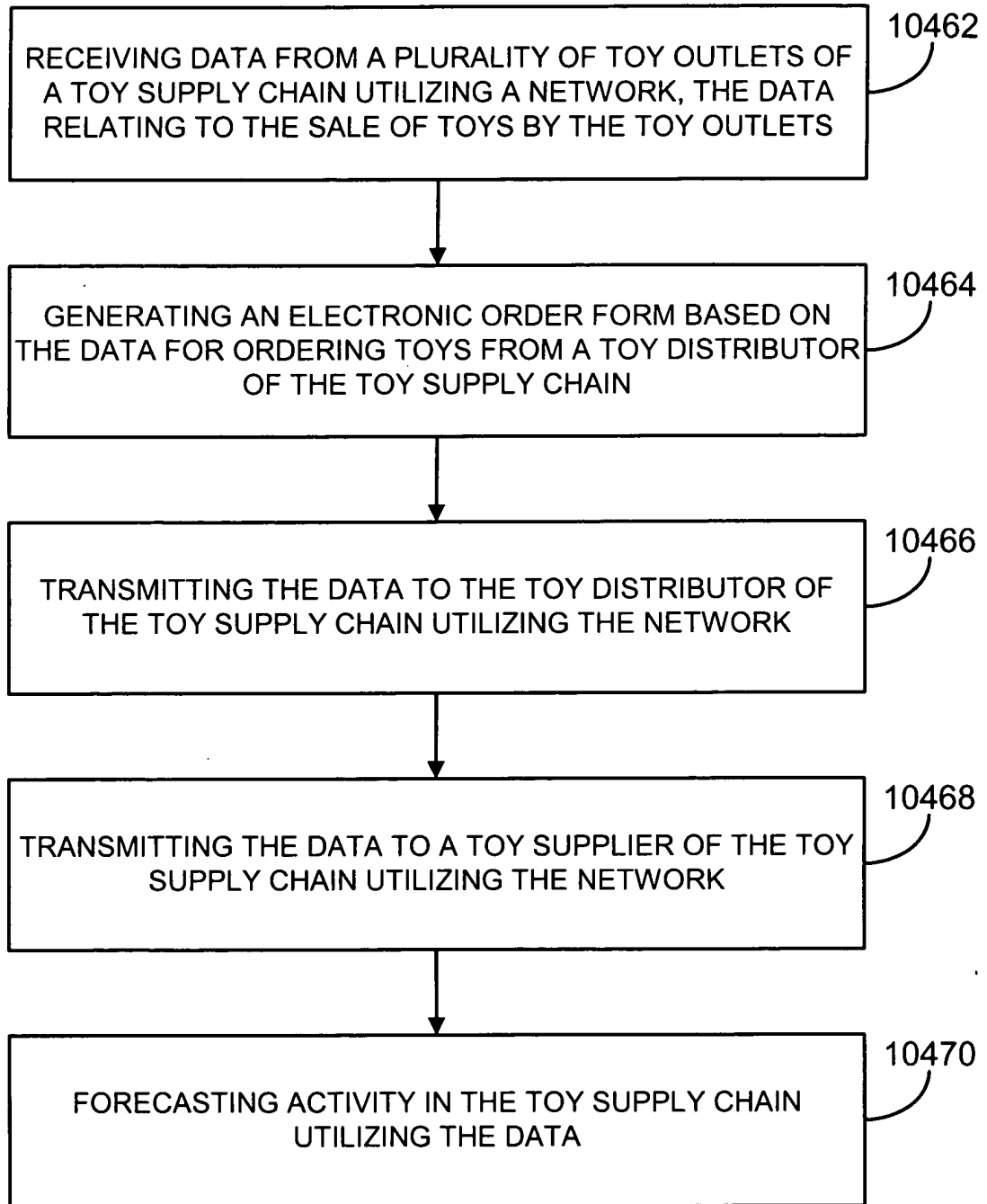


**FIG. 103**

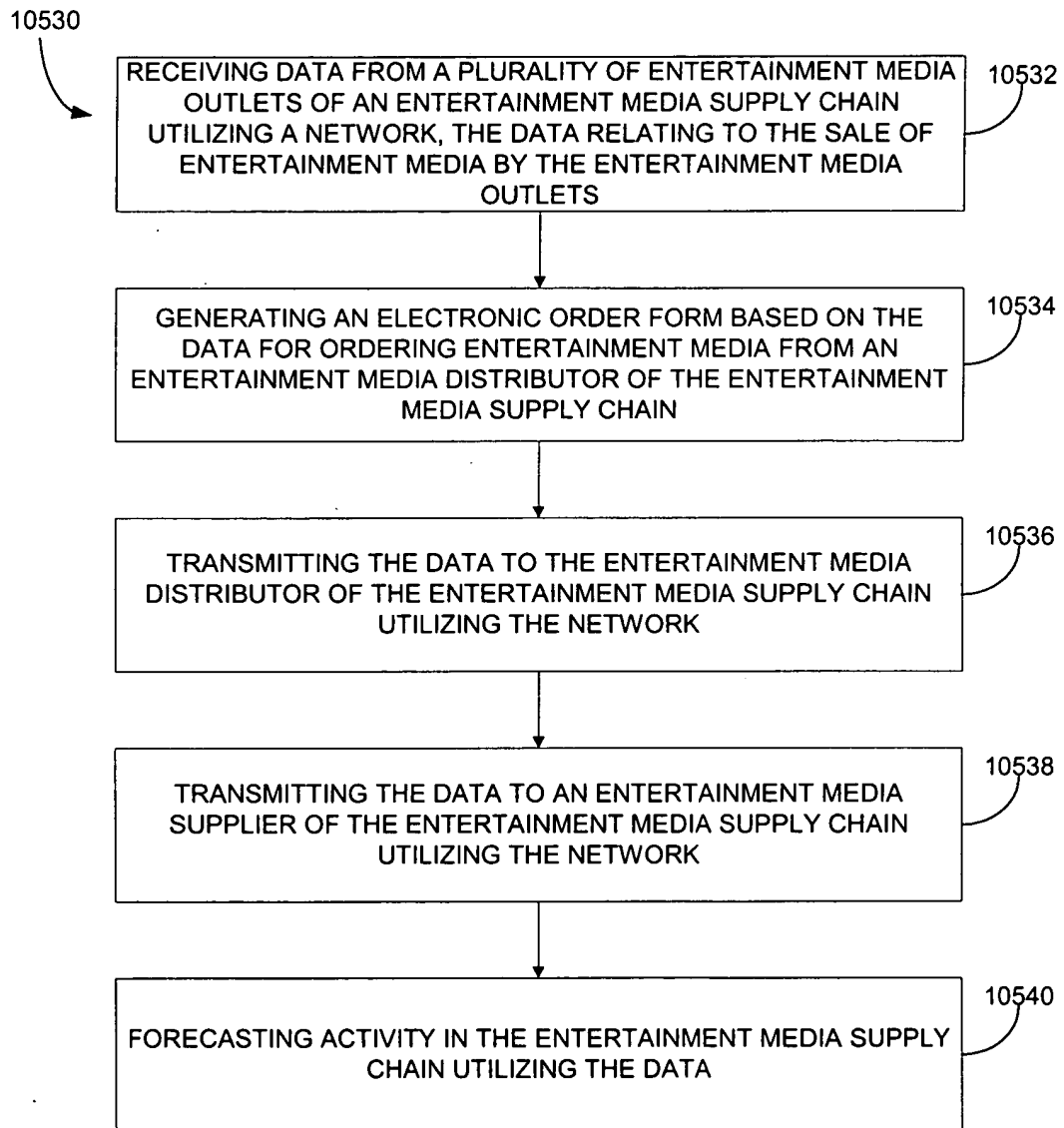


**FIG. 104A**

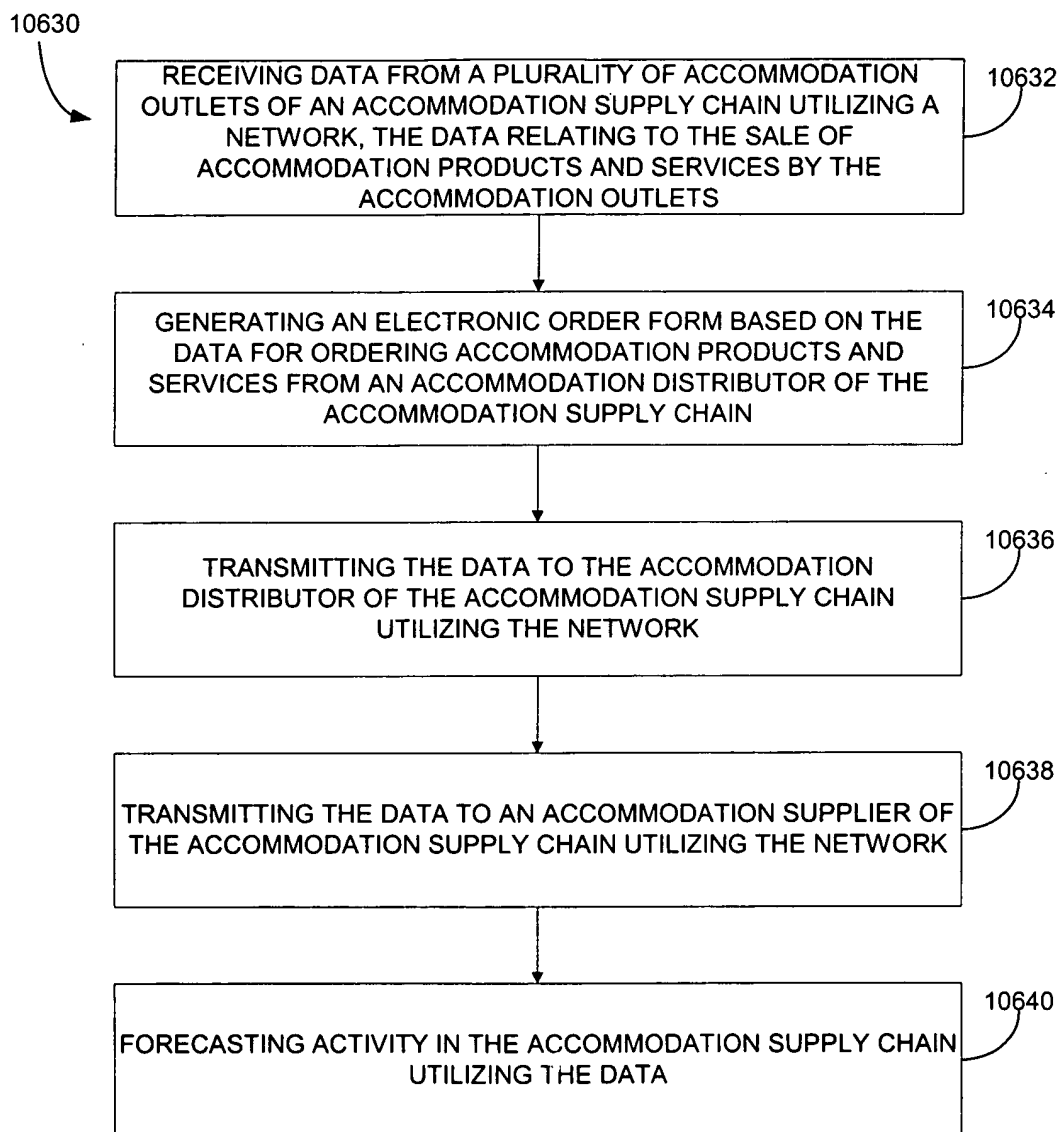
10460



**FIG. 104B**

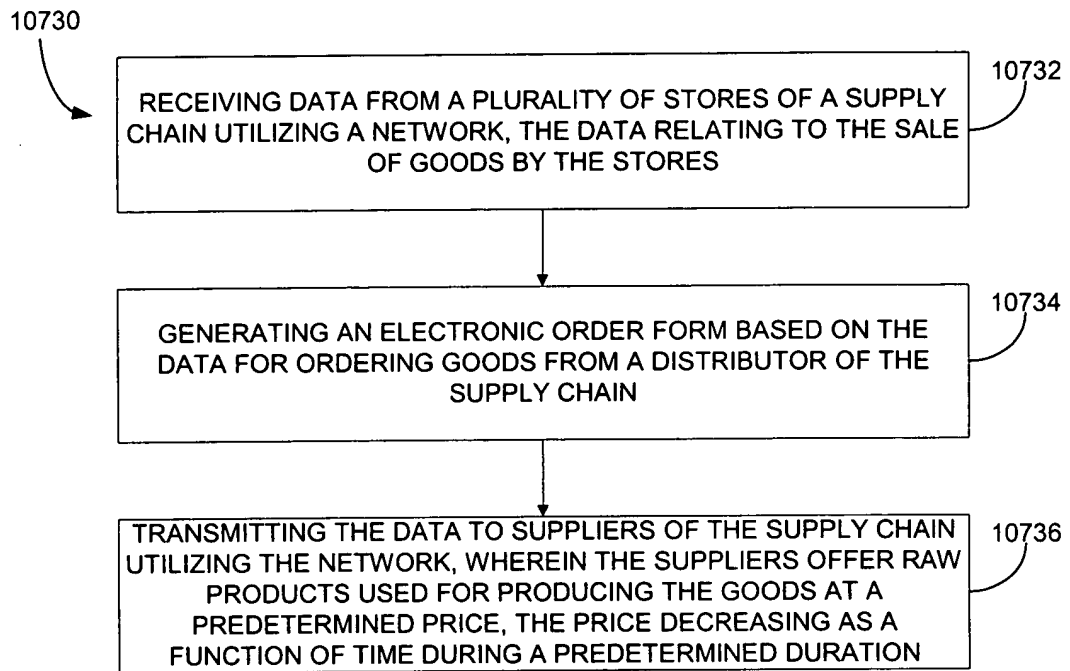


**FIG. 105**

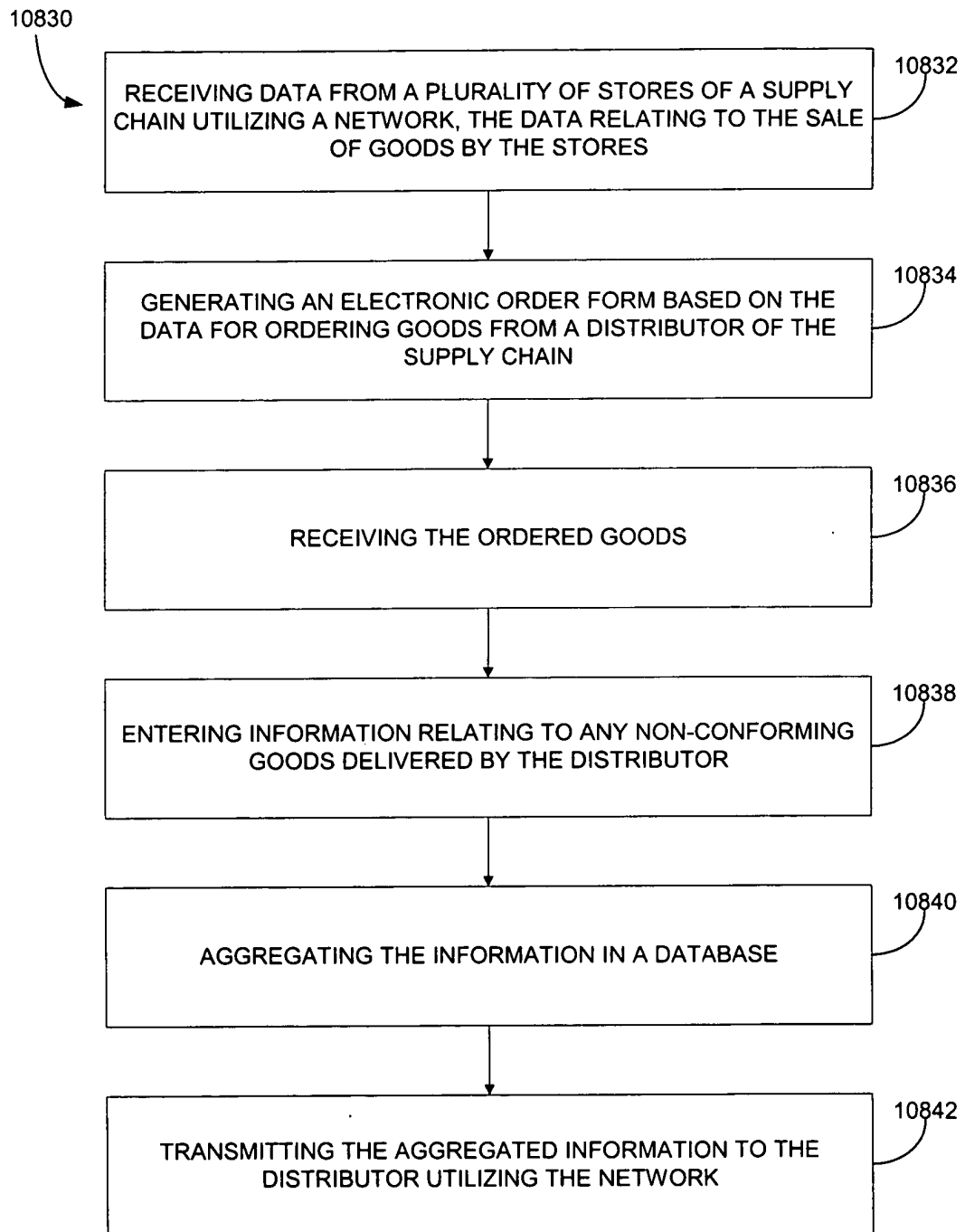


**FIG. 106**



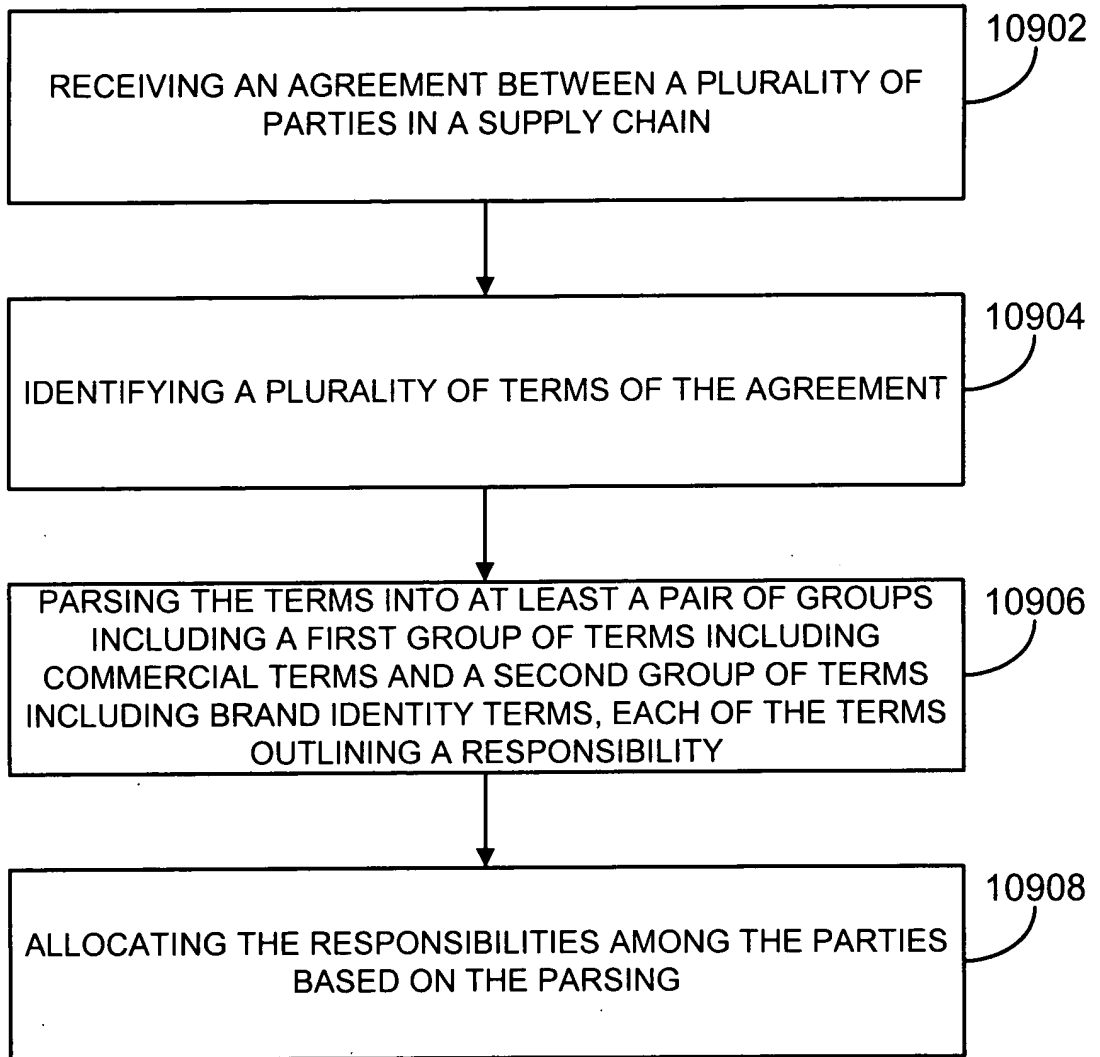


**FIG. 107**



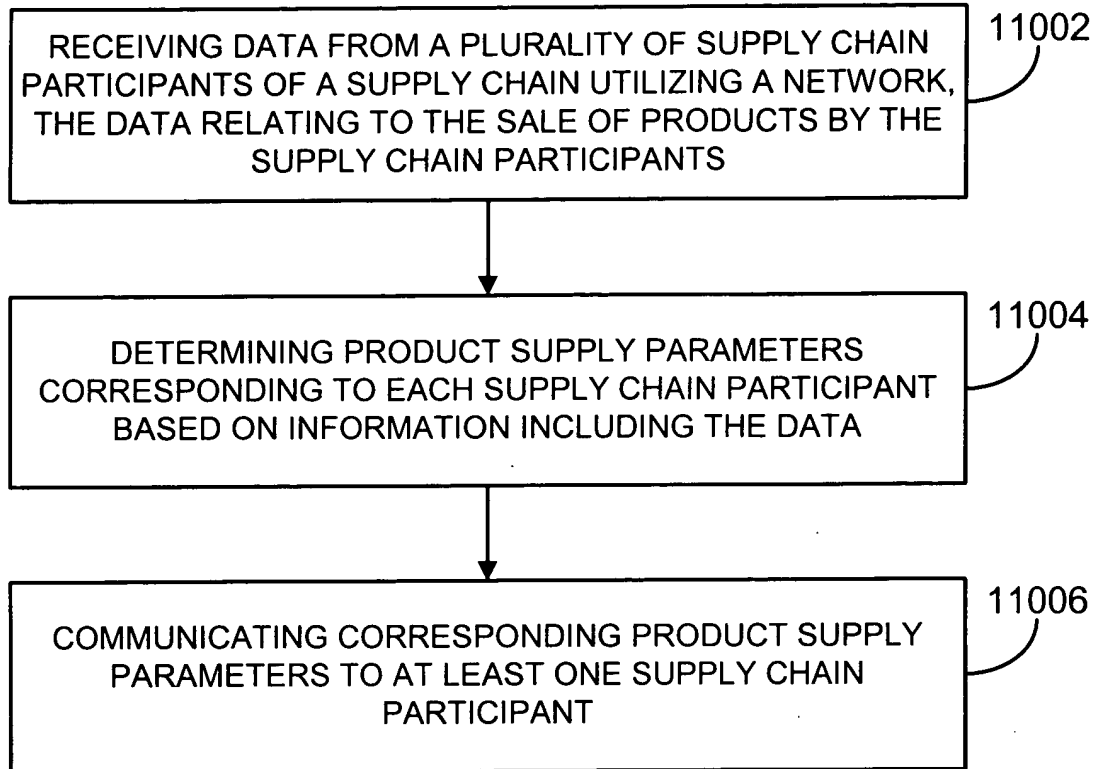
**FIG. 108**

10900



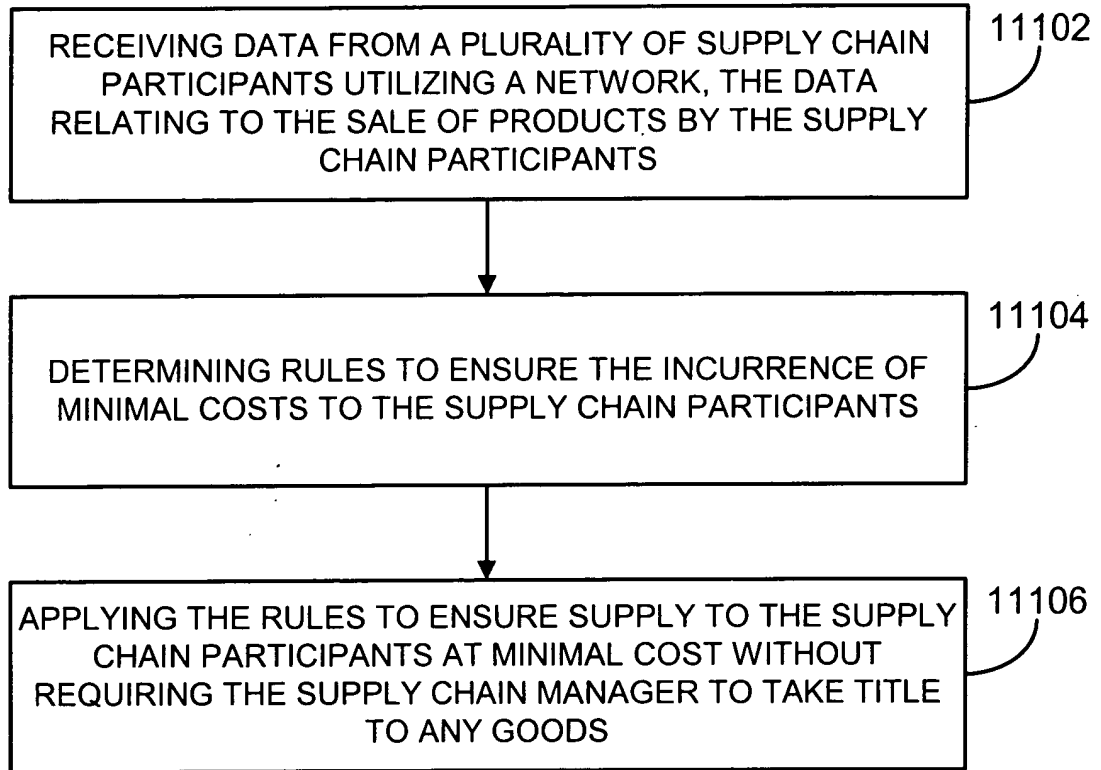
**FIG. 109**

11000



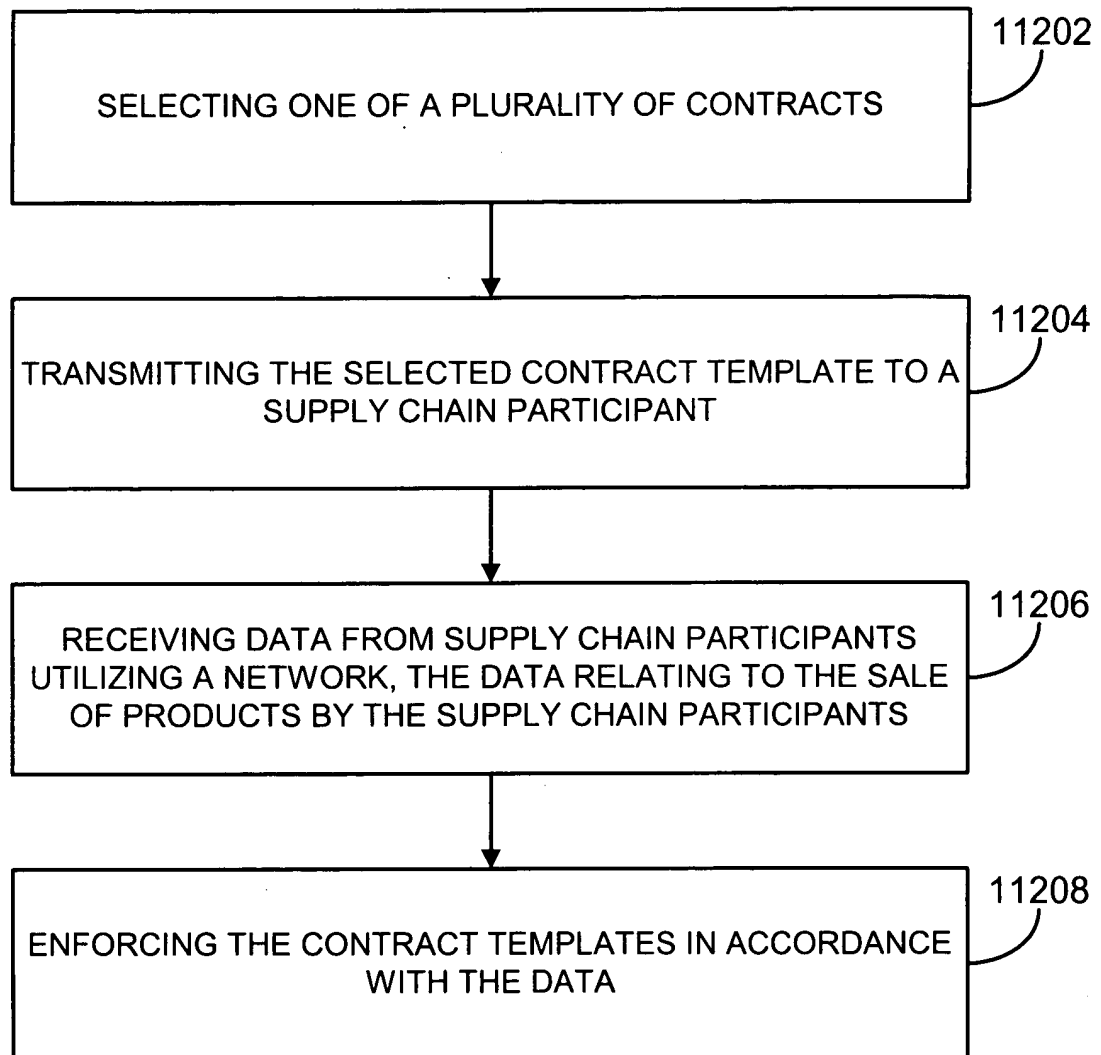
**FIG. 110**

11100



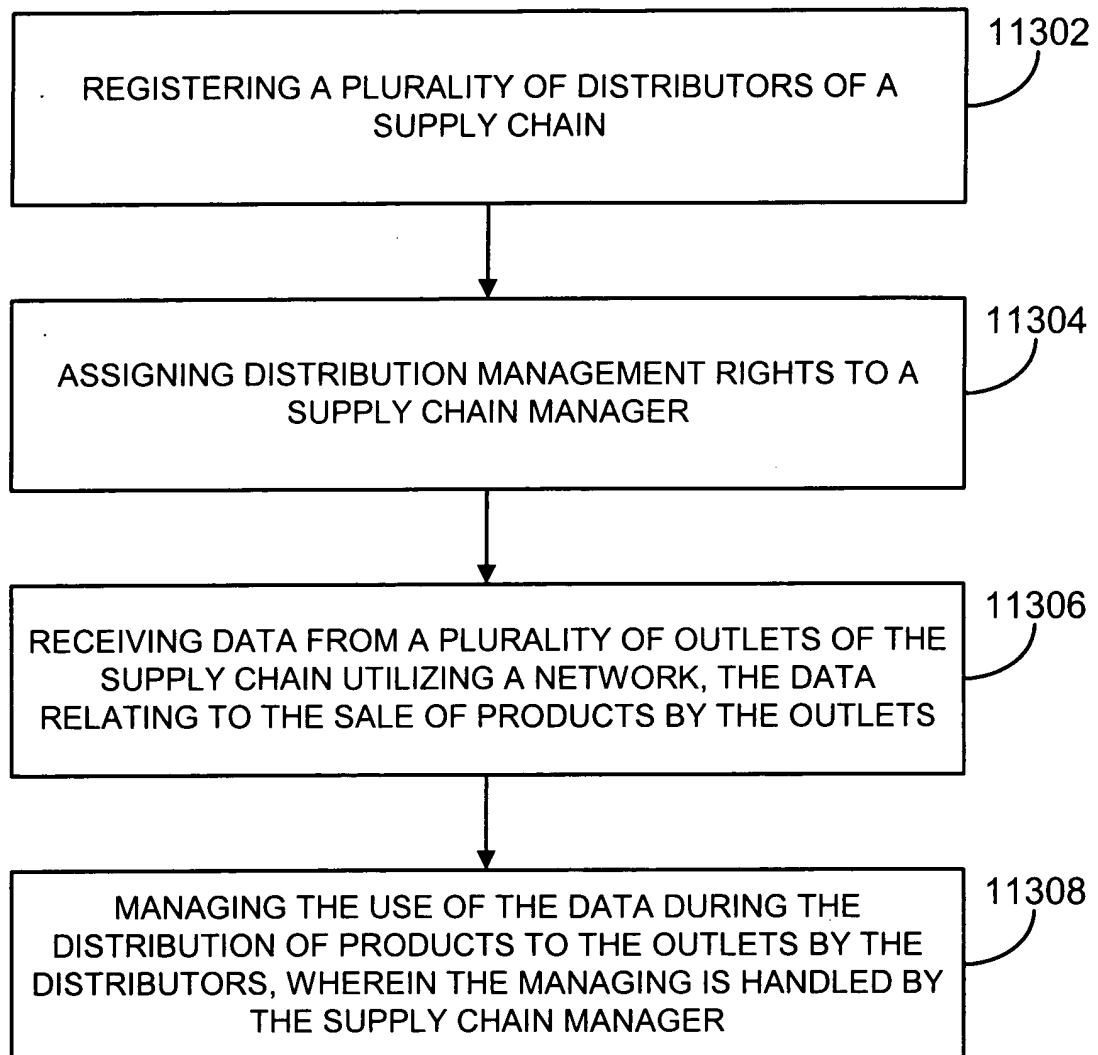
**FIG. 111**

11200



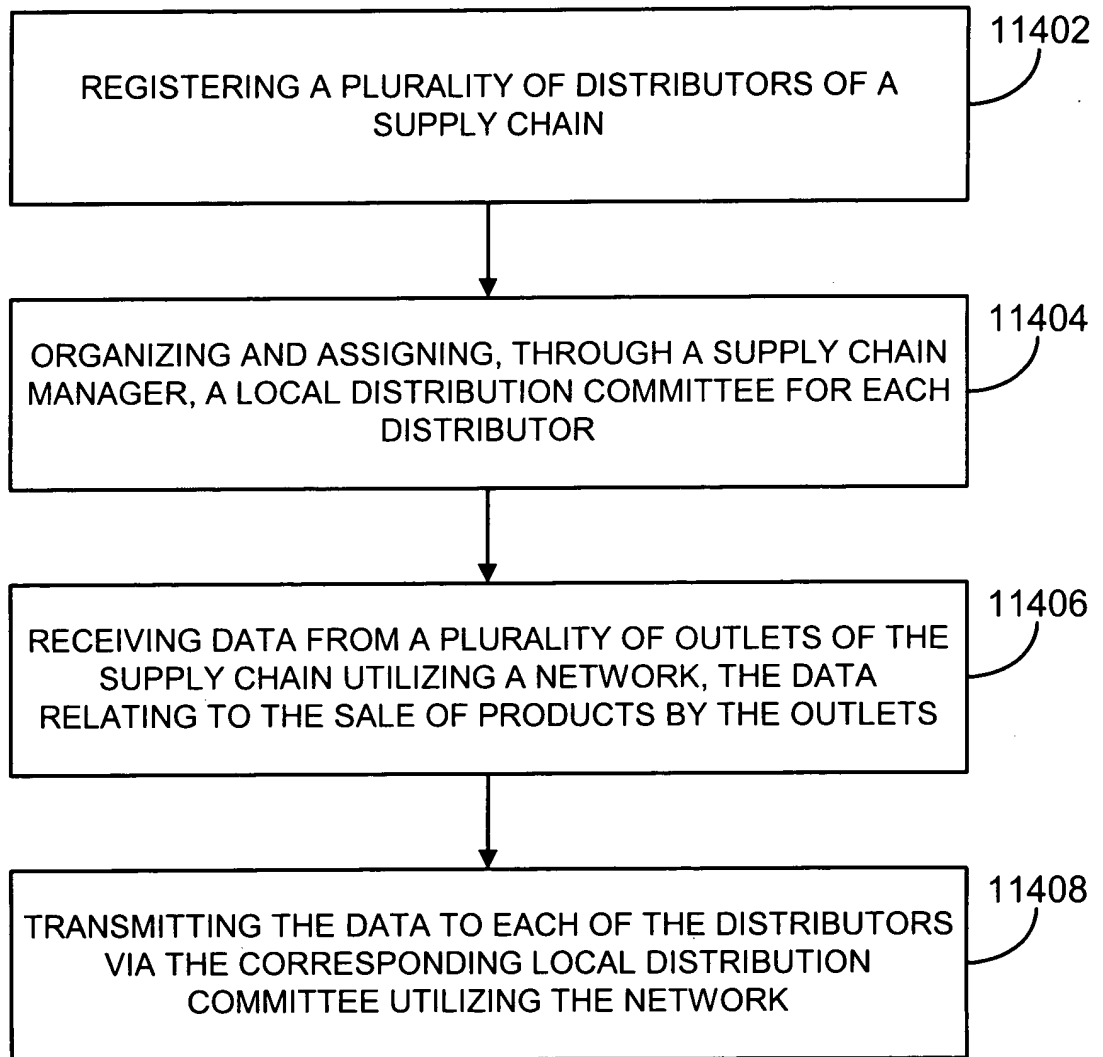
**FIG. 112**

11300



**FIG. 113**

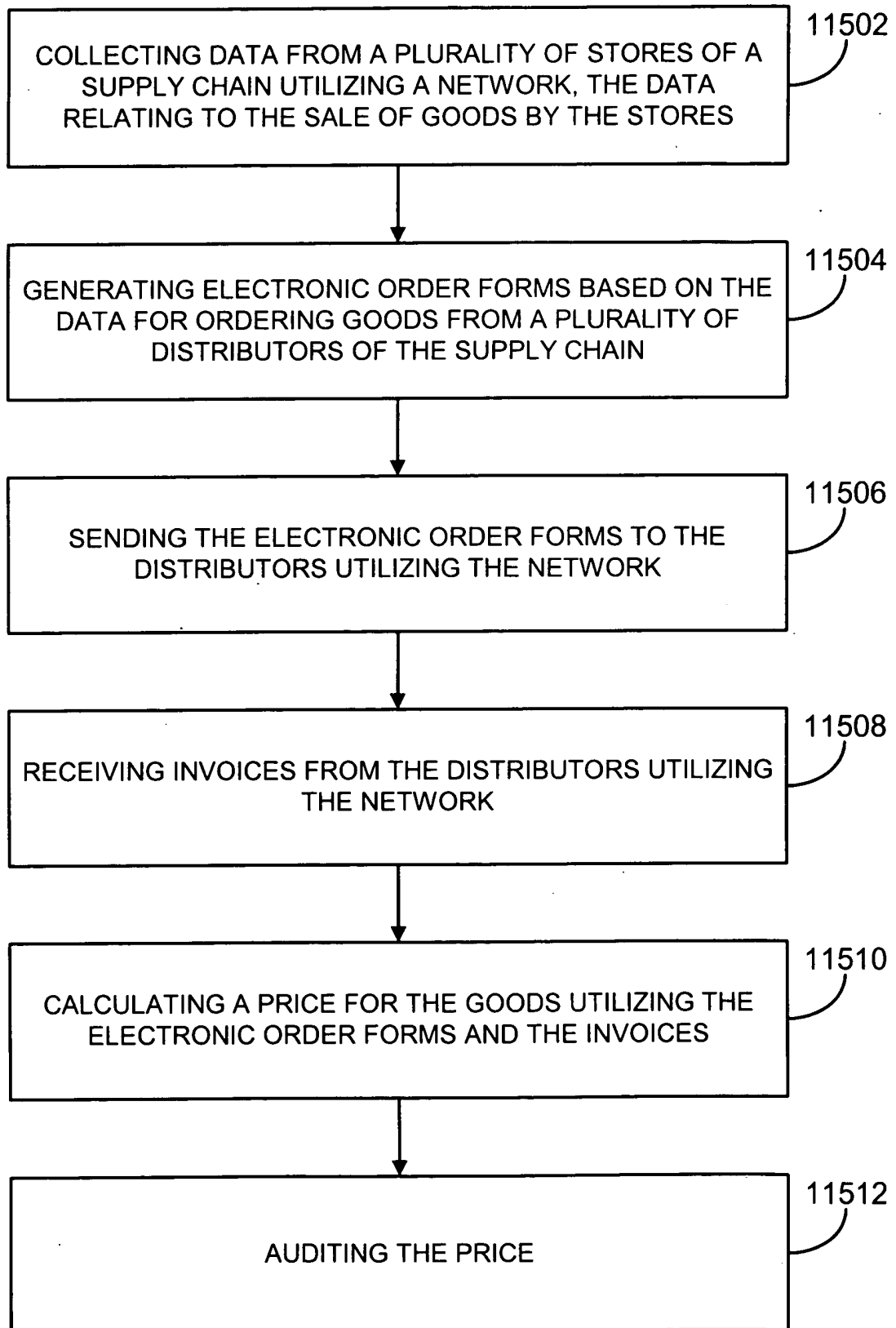
11400



**FIG. 114**

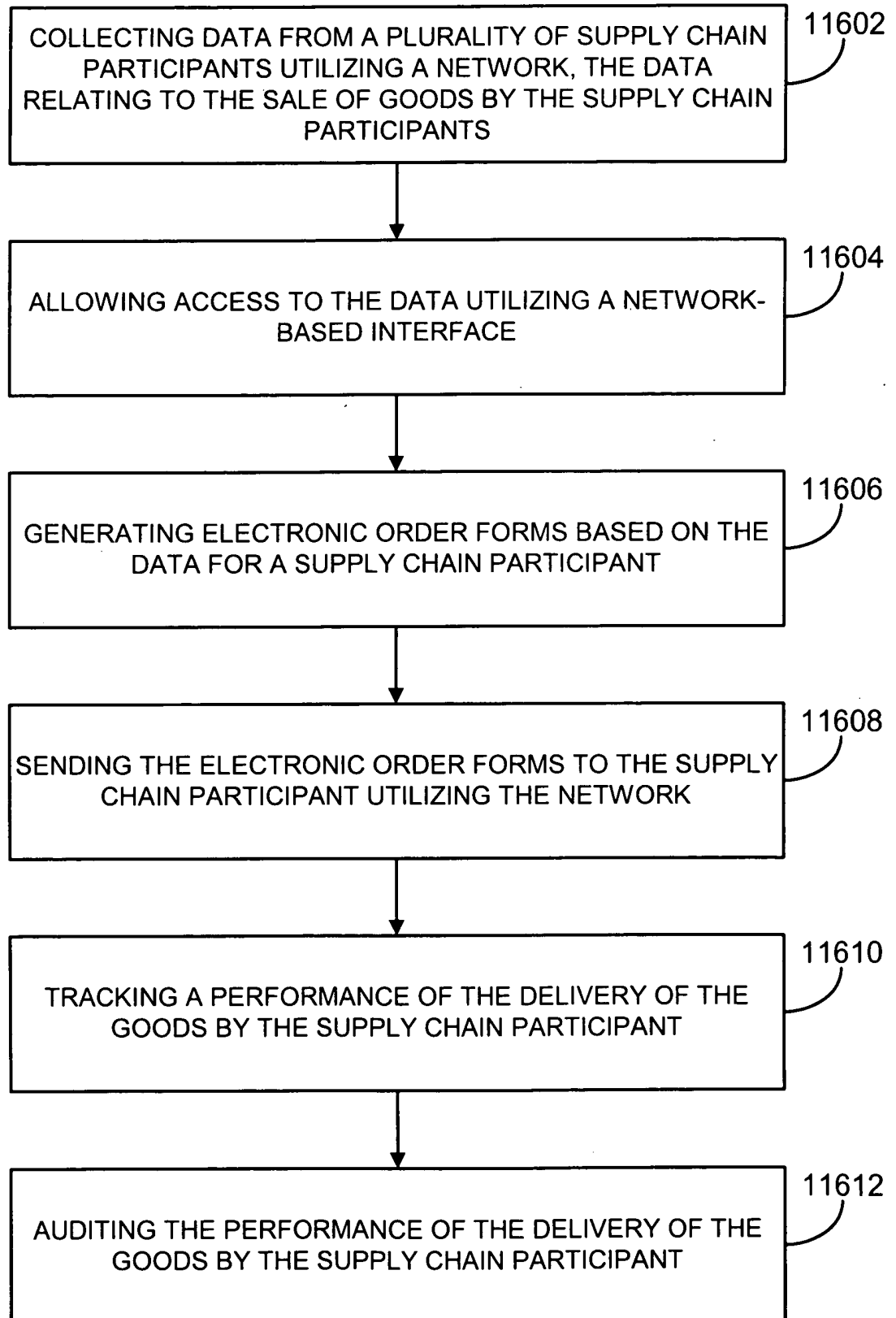


11500



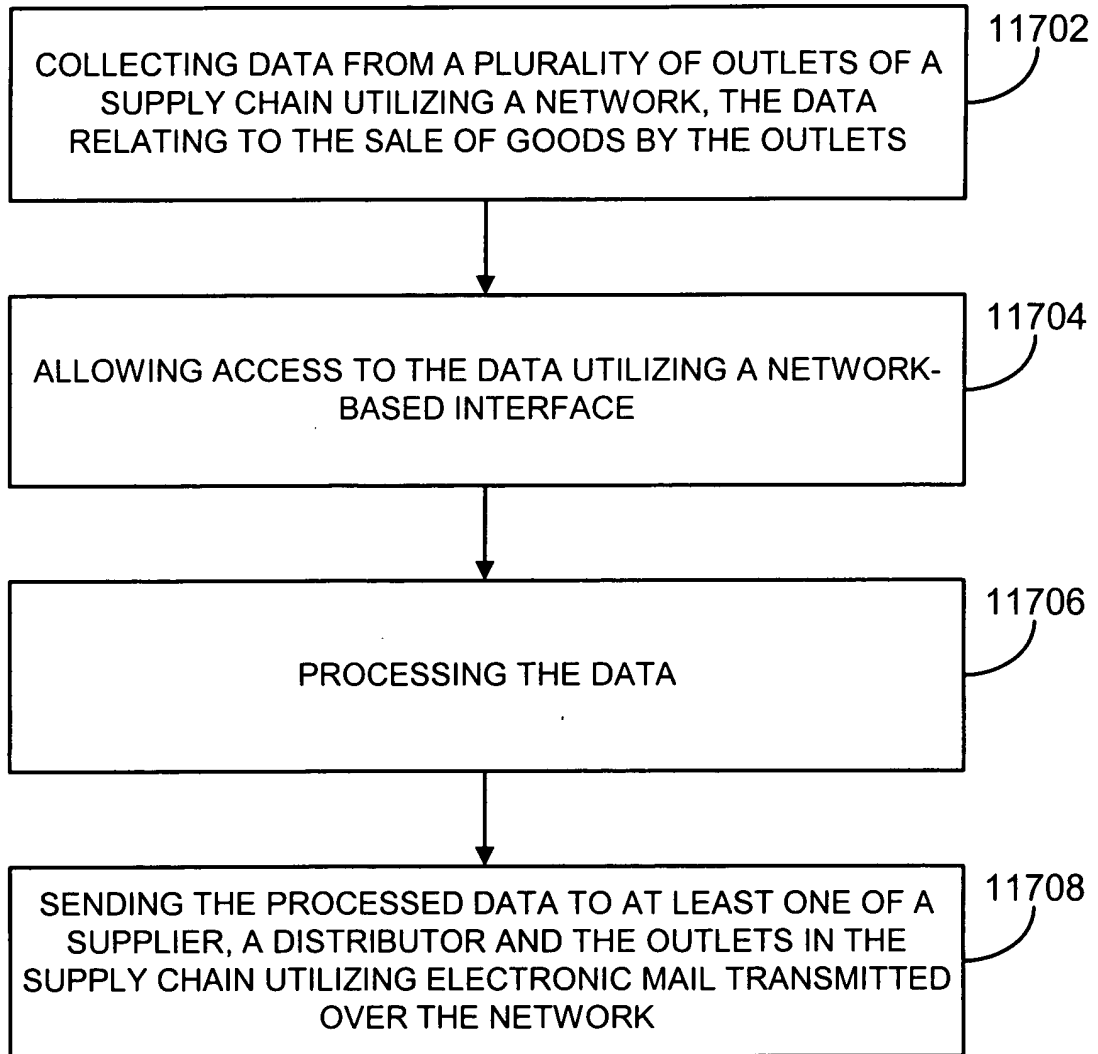
**FIG. 115**

11600



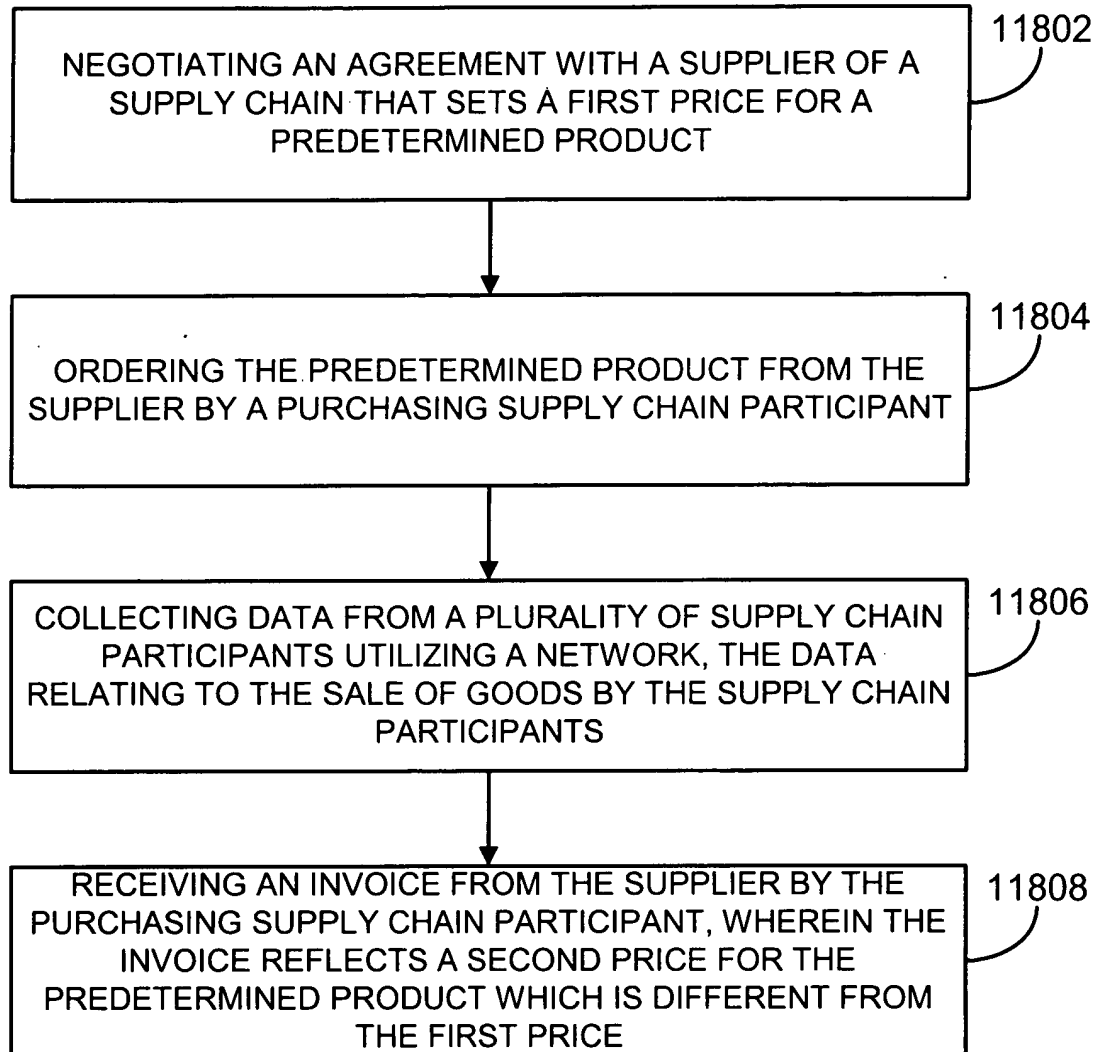
**FIG. 116**

11700



**FIG. 117**

11800



**FIG. 118**

11900



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE  
OUTLETS

11902



DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904



TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF  
LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

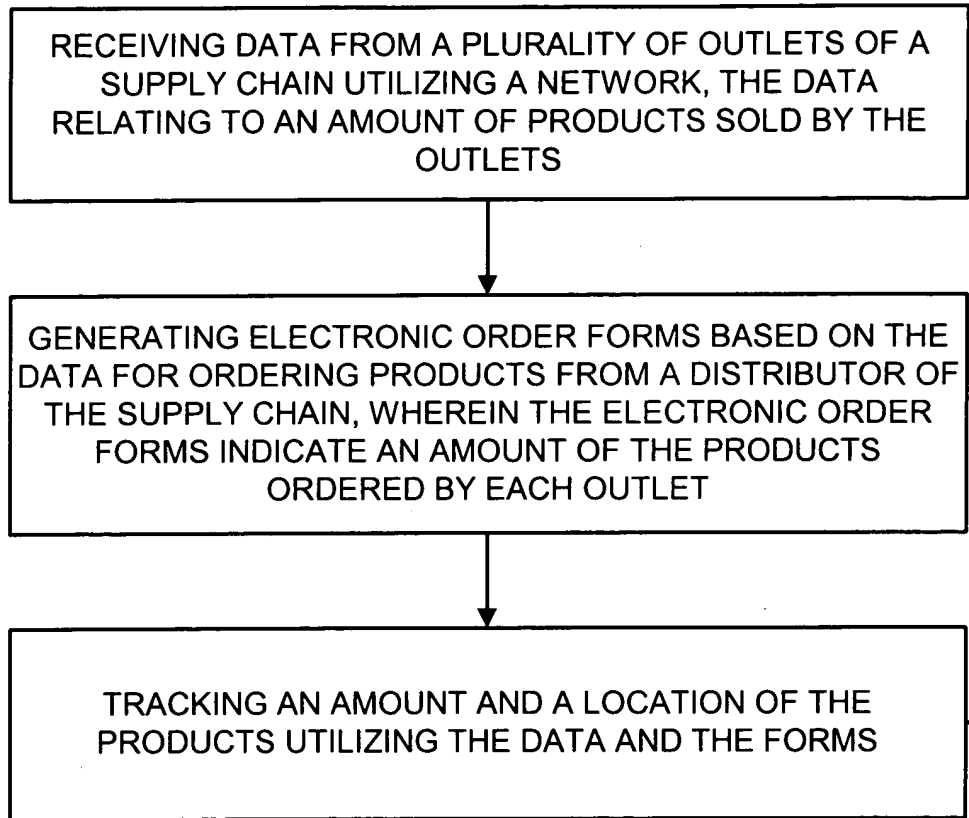


GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA AND THE ACCEPTABLE ORDERING STANDARDS  
FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE  
SUPPLY CHAIN

11908

**FIG. 119**

12000



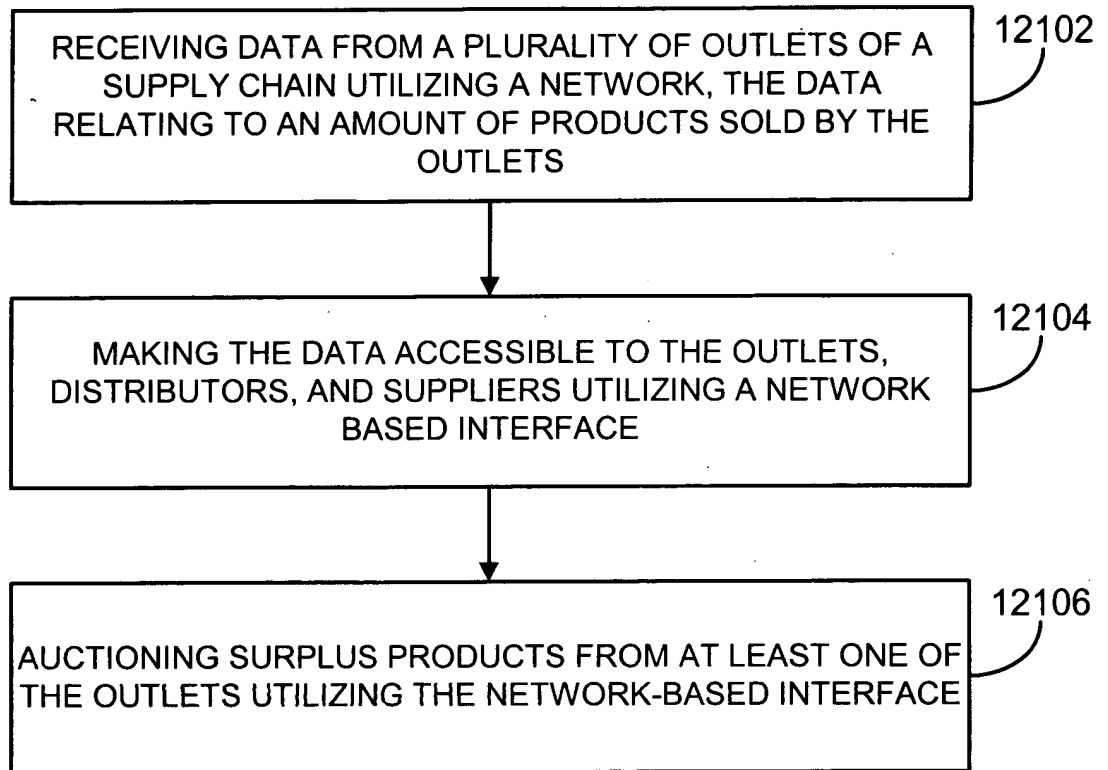
12002

12004

12006

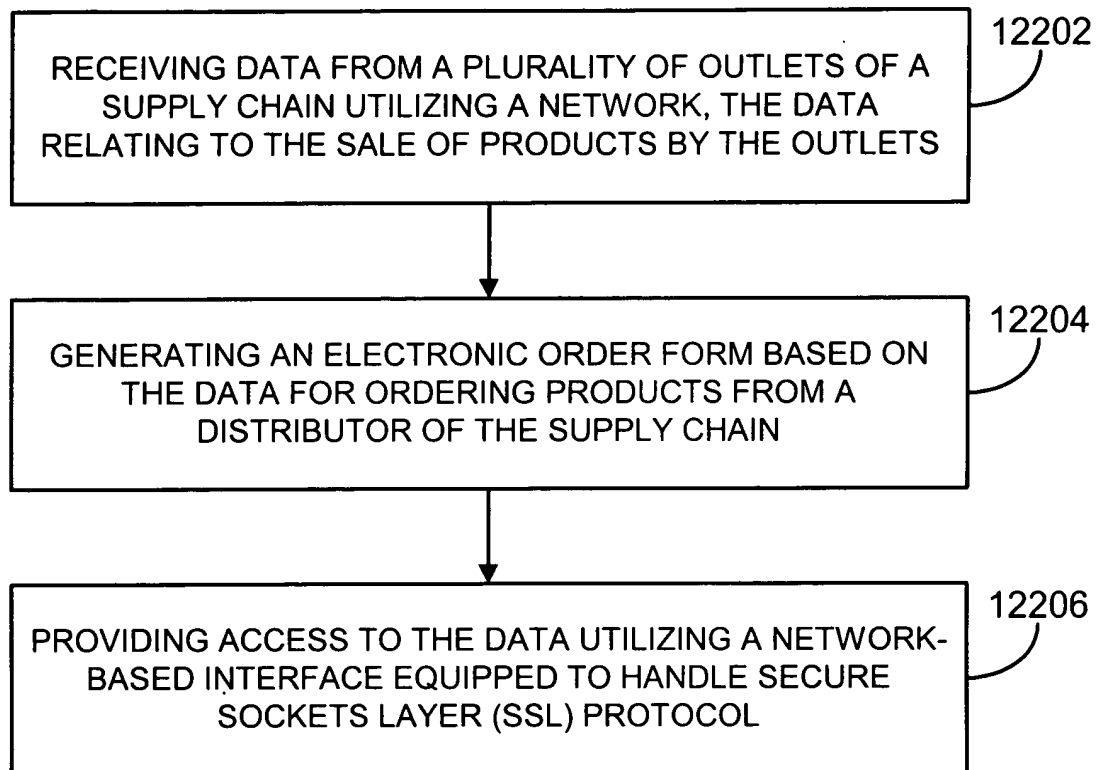
**FIG. 120**

12100



**FIG. 121**

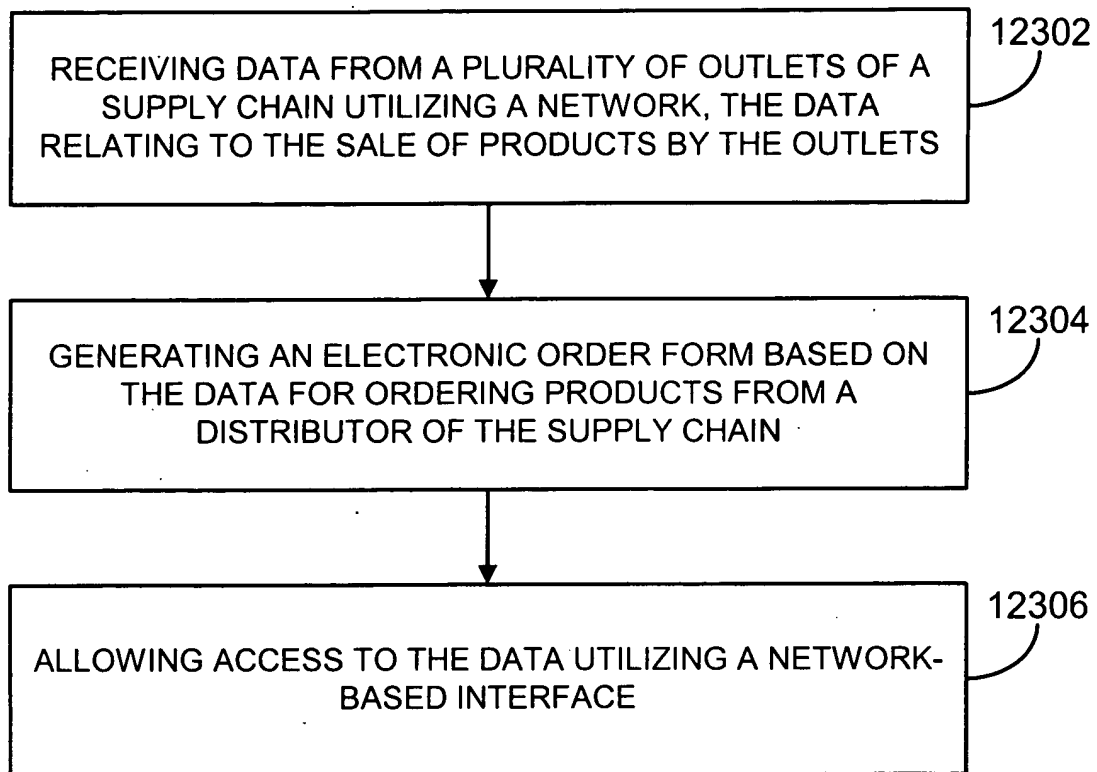
12200



**FIG. 122**

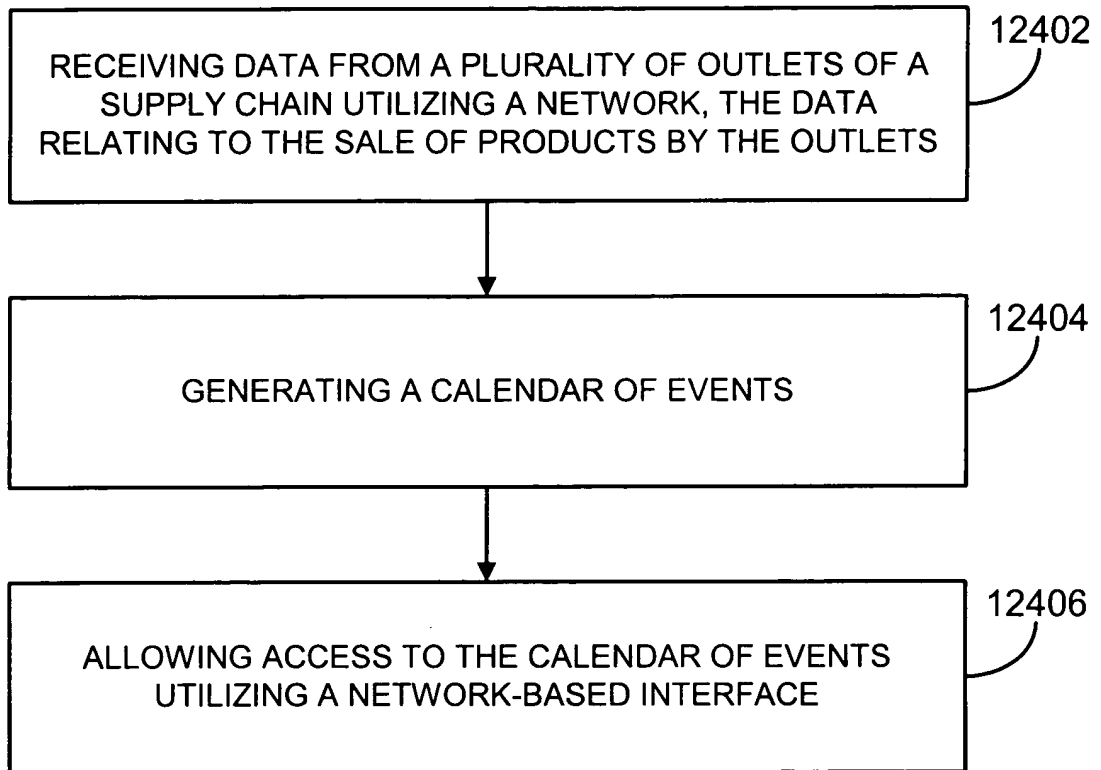


12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

Supply Patronage Sales/Inv Utilities Window

Supplier ...  
Supplier Site ...  
Distributor ...  
DC ...

Least Cost Contract

Item Items ...

FIG. 125

12600

12602

Sort Print New

FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

03016544 032304

12800

12800



### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

FIG. 129

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

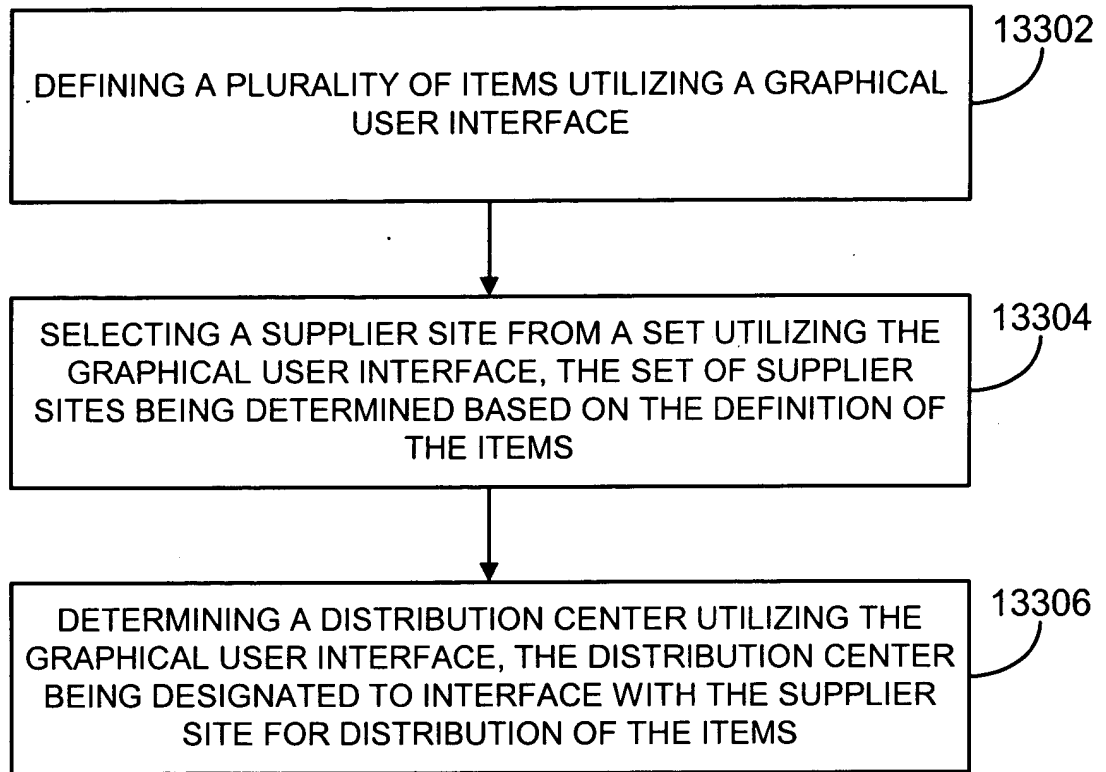
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active <input checked="" type="checkbox"/>	<b>Rail Sidings:</b>

FIG. 132

FIG. 131

13300



**FIG. 133**

[illegible]


**FIG. 134**

**FIG. 135**

**FIG. 136**


**FIG. 137**





 Contract

Min Ord	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

Carrier	Stated Vol
Truck	83,600
Truck	215,040



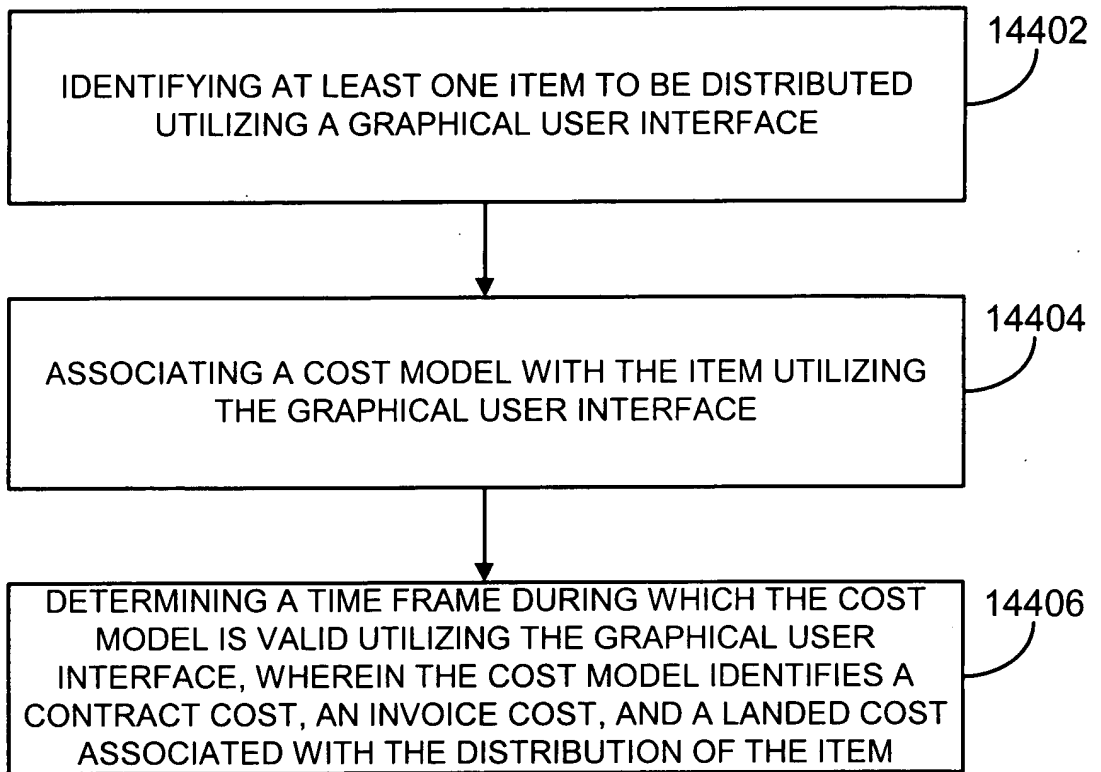
Form	Notif
	



<u>C</u> ost	<u>E</u> dit / View ...	F3
Commodities	New (using previous matrix) ..	F4
	New (build matrix) ..	F5
<u>V</u> endor Rating		
Contact Management	Multi Item Price Notification ...	

**FIG. 143**

14400



**FIG. 144**

FIG. 144

14500



FIG. 145

14600

Contract ID:	673 - TYSON FOODS		
Initial Buyer Name:	Jamie Hersh	Current Buyer Name:	Chris Steinon

FIG. 146

14700

Contract Start Date:	05/15/98
Contract End Date:	12/31/02
Execution Date:	5/15/98
Effective:	Shipment Date
Payment Terms:	Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000

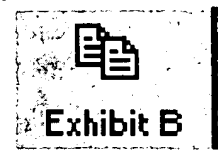


FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

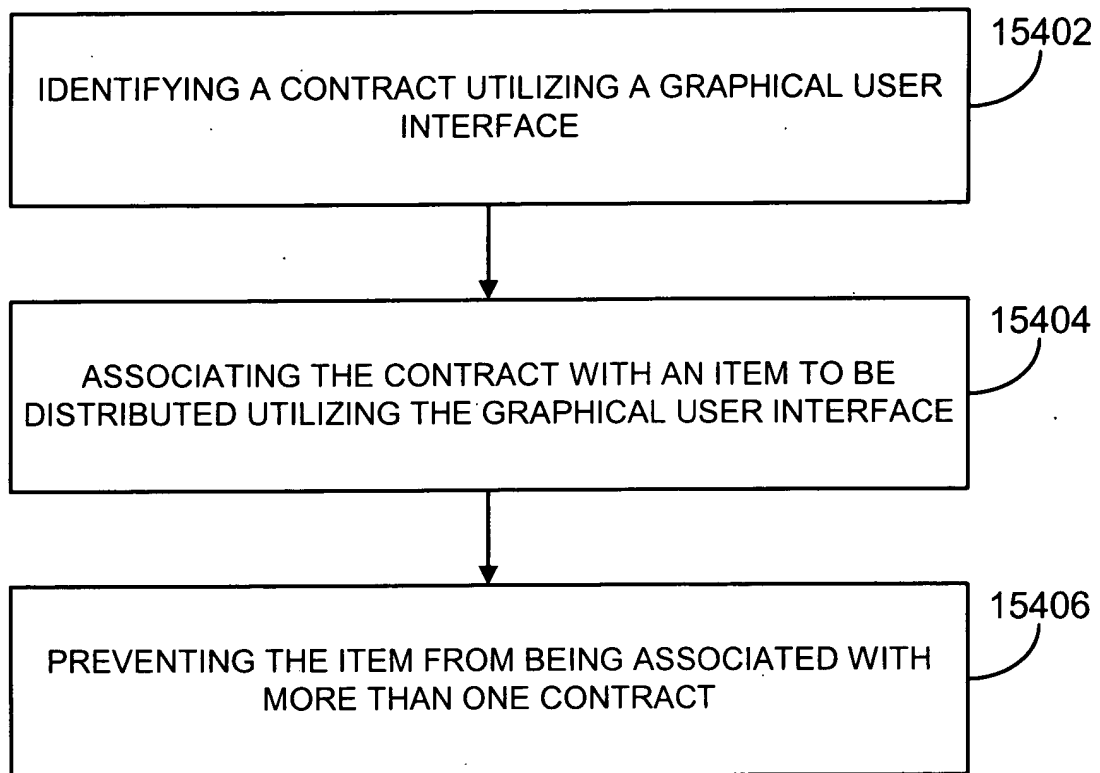
15300

Exhibit C

FIG. 153

FIG. 151

15400



**FIG. 154**

FIG. 154

15500

- 15502

**FIG. 155**

Proposal - Foam Hot Cups & Polystyrene Lids			
Main Info	Items	Suppliers	DCs
FOB Price		DC/Rest.	Usage
Templates		View Bid	
<b>Proposal Information</b>			
Proposal ID: 1021		Proposal Due Date: 06/12/97	
Proposal Name: Foam Hot Cups & Polystyrene Lids		Contract Begin Date: 07/01/97	
Buyer Name: Dennis Clabby		Contract End Date: 06/30/98	
<b>Actions</b>			
#	Date:	Action Description:	
1	05/28/97	Sent this bid to Dart and also sent a request for information to WmCup.	

**FIG. 156**

[illegible]

15700

New Action

Delete Act.

Print Act.

FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

Item Description

CUP-HOT

Item Description

LID-HOT 12/16 OZ (DRY)

LID-HOT 8 OZ (DRY)

2 Rows Selected

>

>>

<<

<

FIG. 158



15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER) DRY	15902	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER) DRY	>	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER) DRY	>>	CUP-HOT 8 OZ (DRY)
	<<	LID-HOT 12/16 OZ (DRY)
	<	LID-HOT 8 OZ (DRY)

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

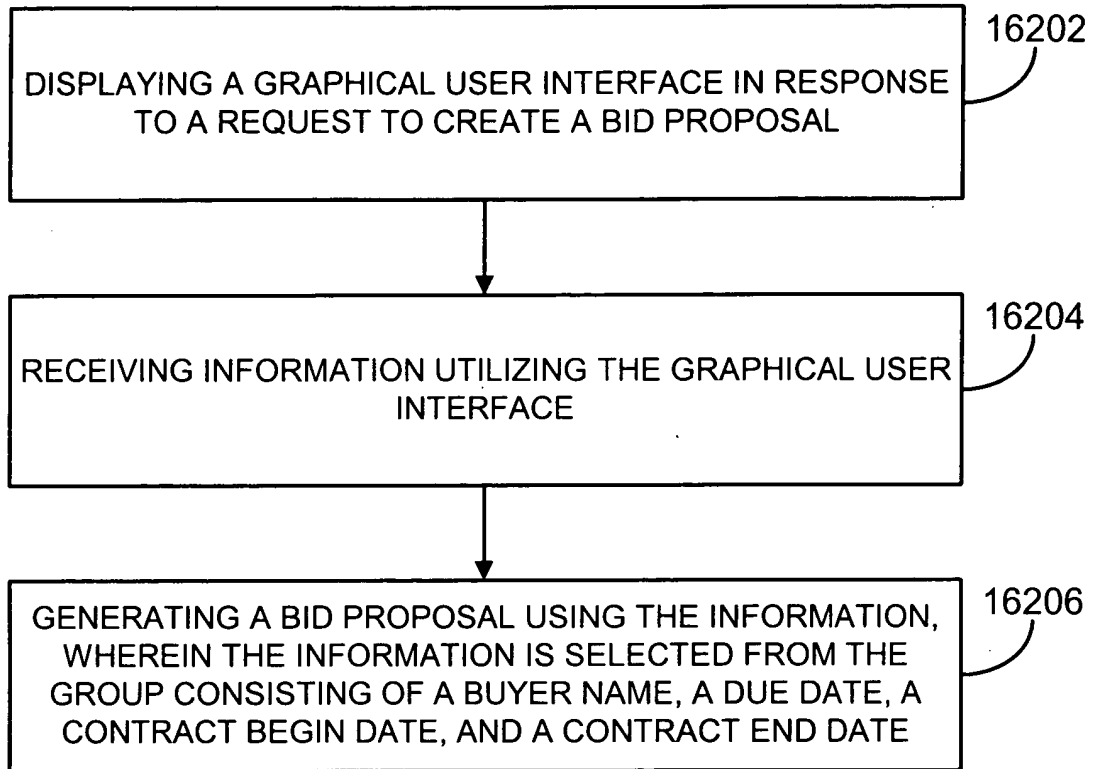
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

16200



**FIG. 162**

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>		?	Y
<b>General Terms and Conditions</b>		?	N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>		?	N
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	N
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

FIG. 164

16500

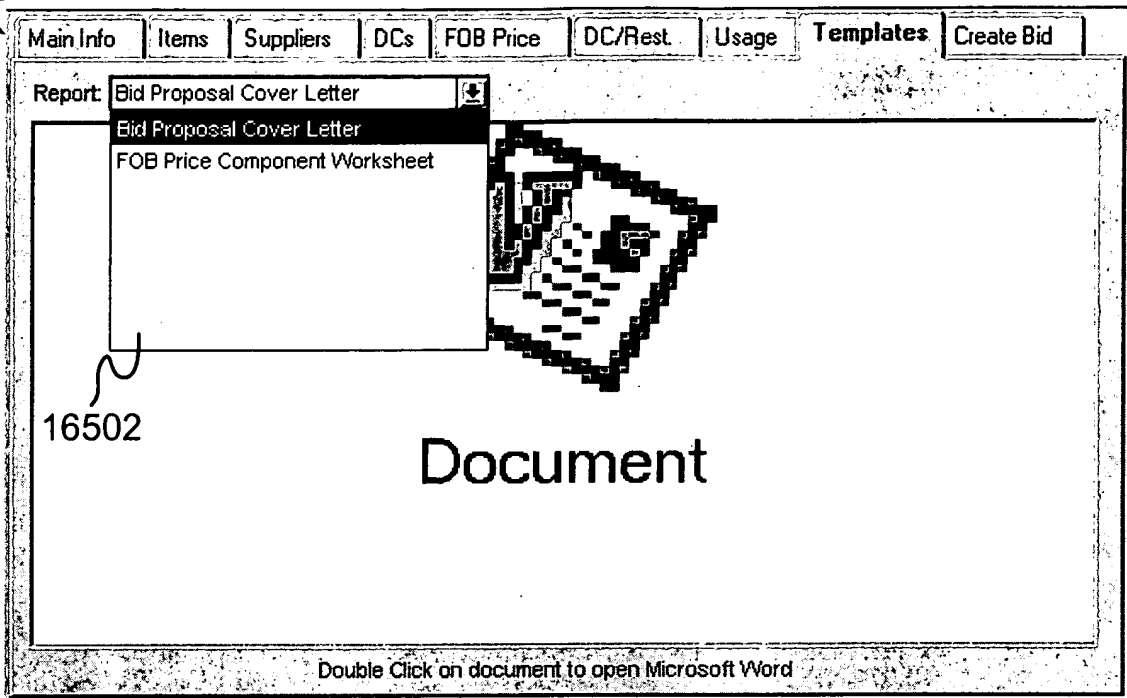


FIG. 165

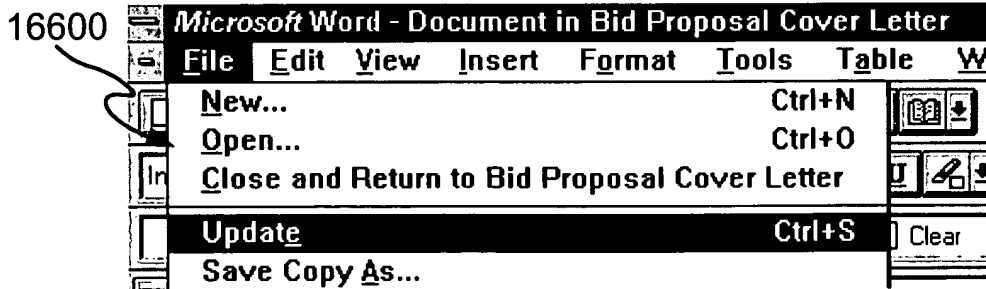


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Sample Supply Agreement <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
	FOB Price Component Worksheet <input checked="" type="checkbox"/>
	Truckload Freight Worksheet <input checked="" type="checkbox"/>
	LTL Freight Worksheet <input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

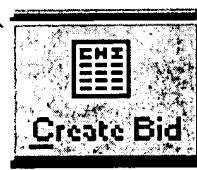


FIG. 168

16900

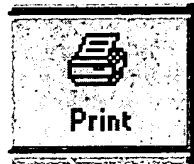
Report: 7/2/97

Report:	Supplier:
Item Information Worksheet	(all)
Bid Proposal Cover Letter	
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

**Restaurant Services, Inc.**  
**Item Information Worksheet**  
 ATTY  
 DS

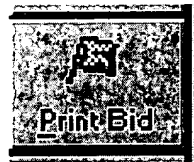
FIG. 169

17000



**FIG. 170**

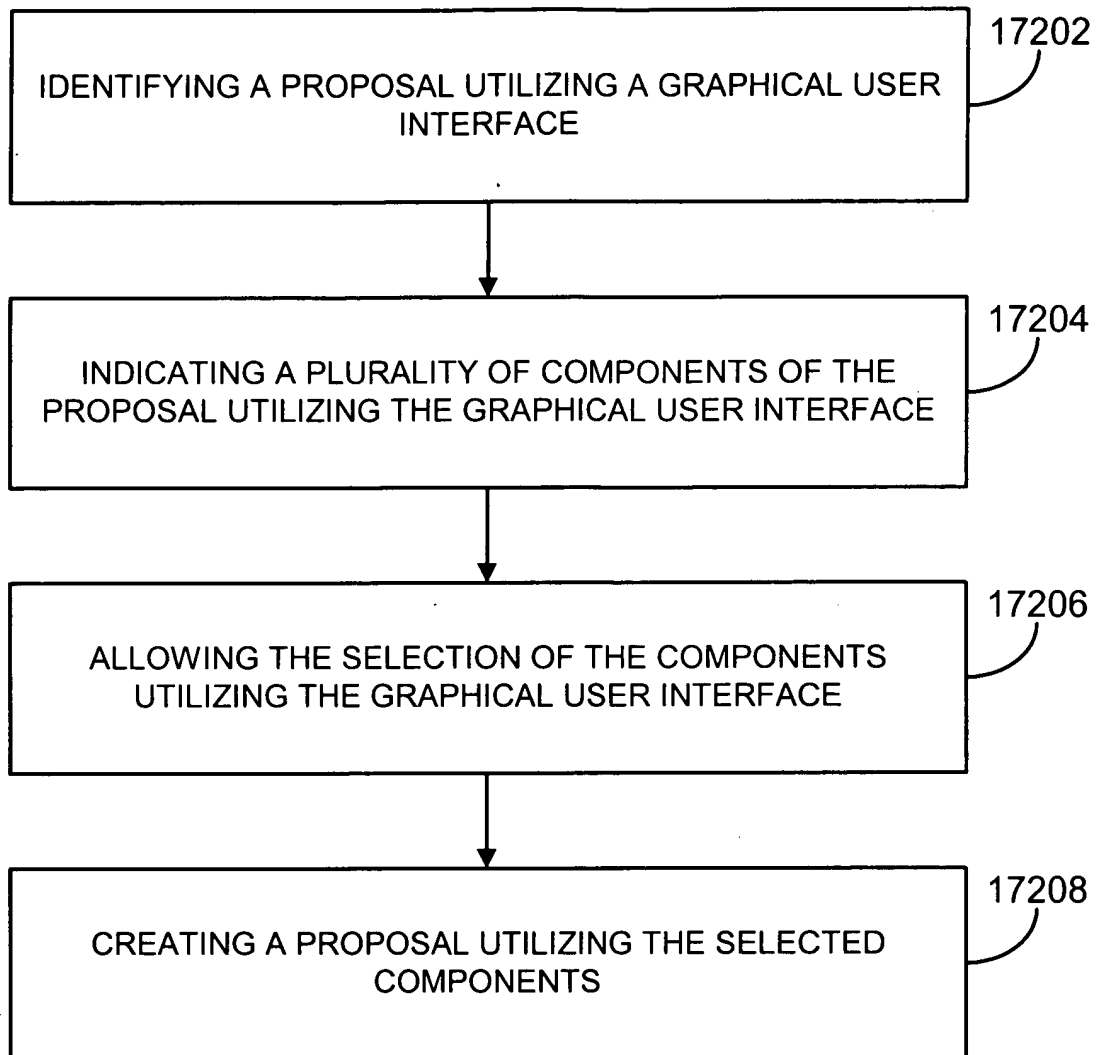
17100



**FIG. 171**

FIG. 170, FIG. 171

17200



**FIG. 172**



17300



FIG. 173

17400

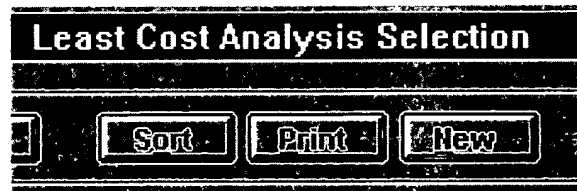


FIG. 174

17500

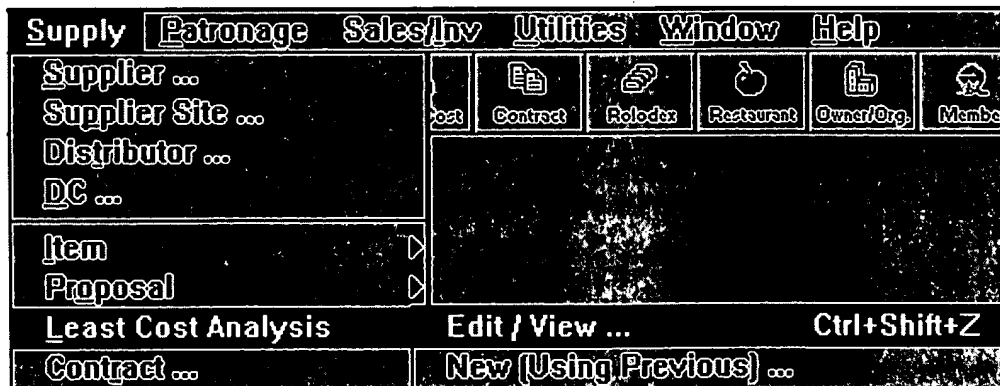
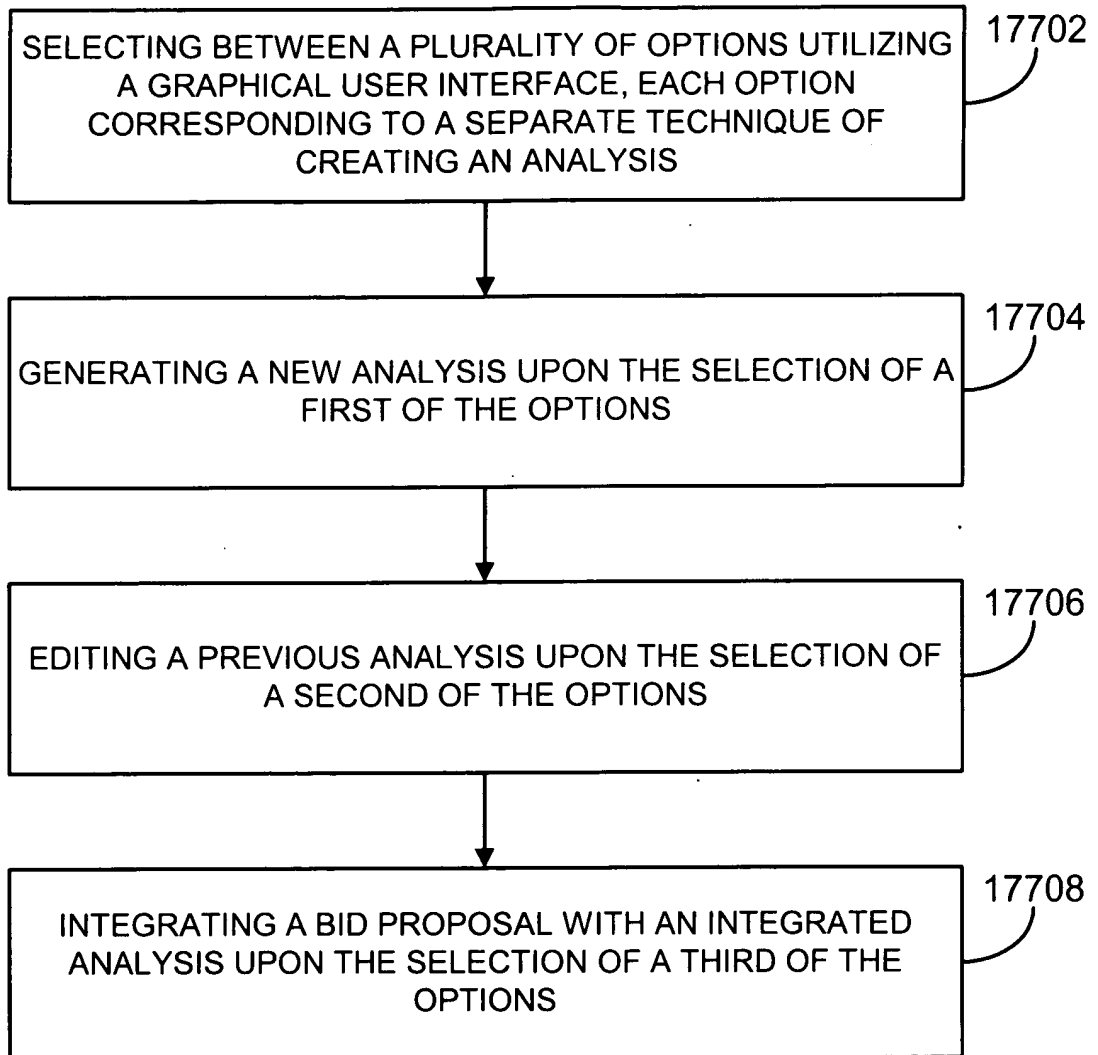


FIG. 175



17700



**FIG. 177**

17800

<b>Analysis Name:</b>	Hash Brown Actual		
<b>Analysis ID:</b>	1036		
<b>Buyer:</b>	Dennis Clabby		
<b>Period of Agreement:</b>	10/1/97	THRU	9/30/98
<b>Unit Of Measure:</b>	CASE(S)		

FIG. 178

17900

<b>Version ( 1 ) of ( 9 )</b>		<b>Base version</b>
<b>What is the max # of FOB points to allocate to each DC ?</b>	One FOB	
<b>What is pricing method for this version ?</b>	FOB + Freight	
<b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b>	0.0000	
<b>Override RDC Truckload Validation?</b>	No	
<b>Solution Strategy:</b>	Standard	
<b>Last Revision:</b>		9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

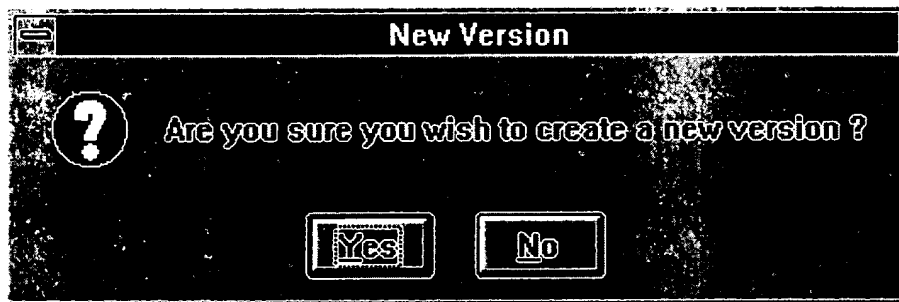
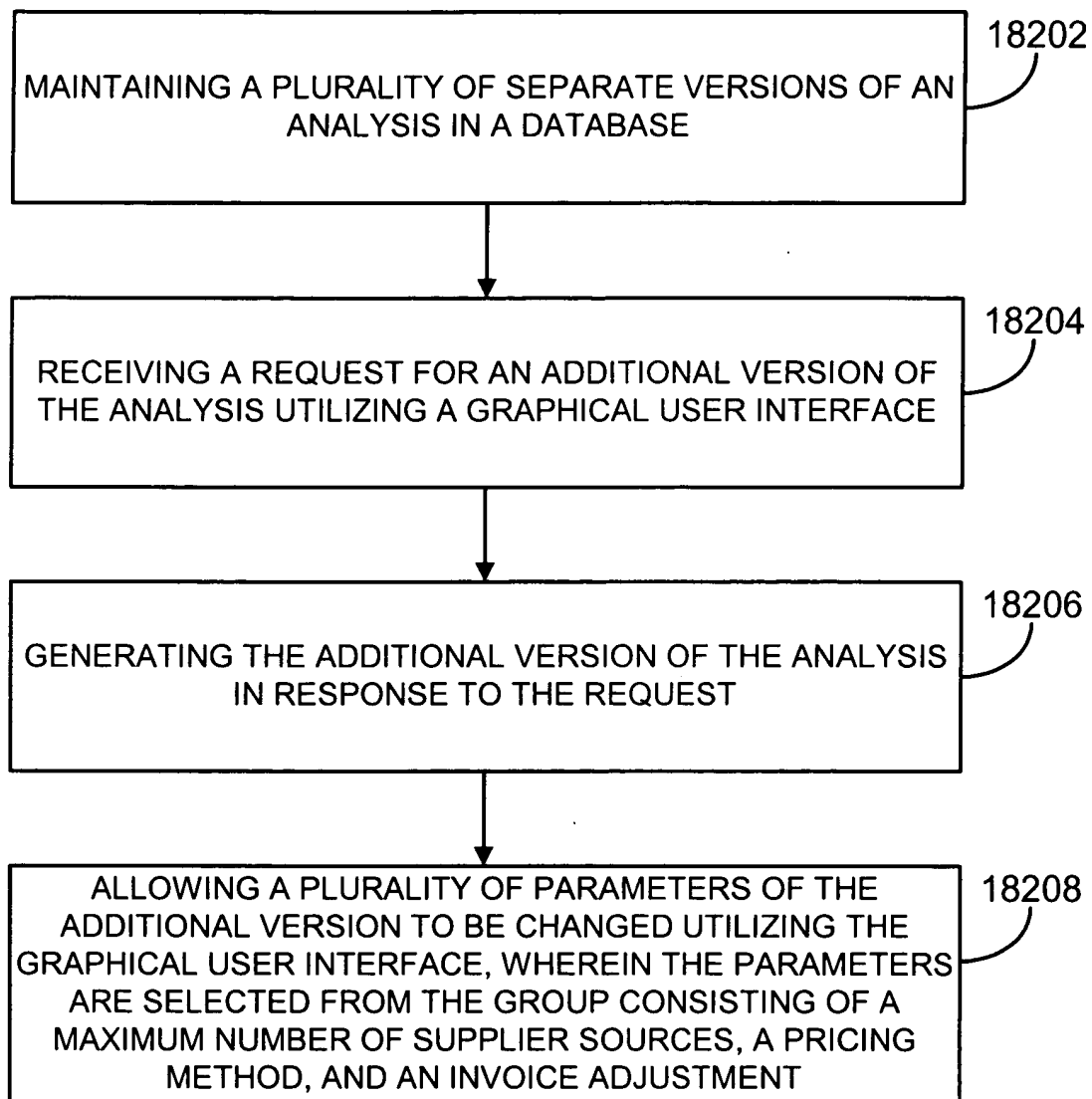


FIG. 181

FIG. 180

18200



**FIG. 182**

FIG. 183

18300

The screenshot shows a database query interface. At the top, there are three buttons: "Search", "Query", and "Reset". Below these, the text "Query Values" is displayed. On the right side, it says "7 Rows Selected". The main area contains a table with the header "Supplier FOB". The first row of the table contains the value "DOP". To the right of the table, there are two buttons: a single arrow pointing right and a double arrow pointing right. Below the table, the text "18302" is visible.

Supplier FOB
DOP
DOPAGO-DOWNTOWN, PA
DOPAGO-KINSTON, NC
DOPAGO-ST CHARLES, IL
DOPAGO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



Item Description	Conv: Factor
FRIES-COATED (FRZN)	36

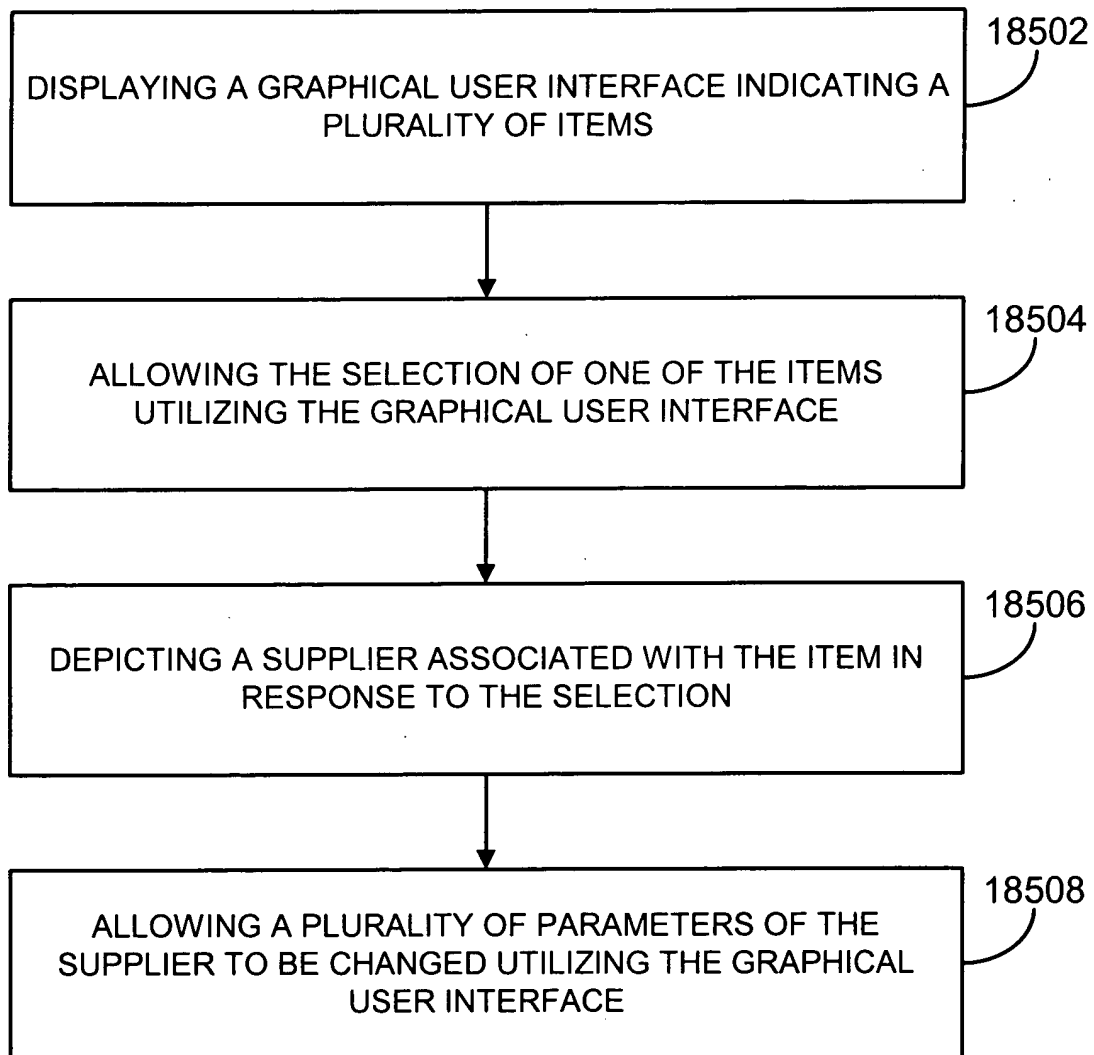
18402

FIG. 184

FIG. 184



18500



**FIG. 185**

18600

Item Description		Supplier FOB	
CLIP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CLIP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CLIP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tib Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M	INCHE(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800



ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802



LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804



SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>	200,000,000		<input type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND, WA	0	55,000,000	<input type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS, ID	90,000,000	110,000,000	<input type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>			<input type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		<input checked="" type="checkbox"/> Pallet <input checked="" type="checkbox"/>	225,000,000		<input type="radio"/> Yes <input type="radio"/> No

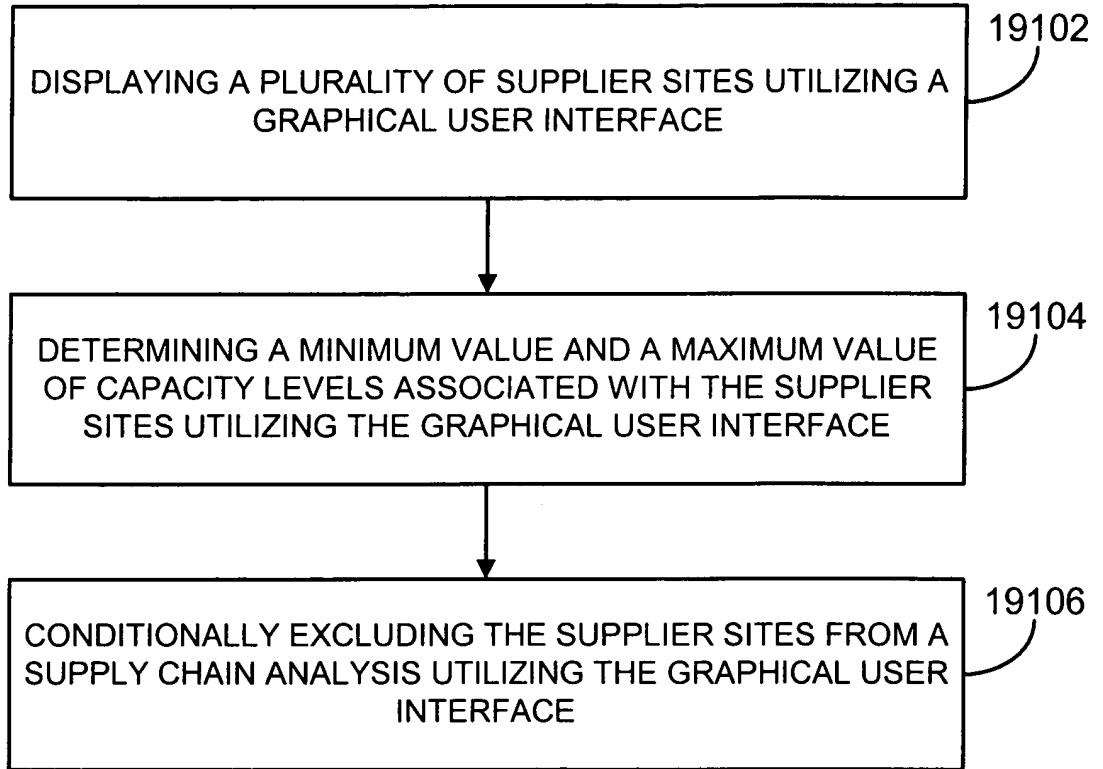
  

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD.-PORTAGE LA PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA	27,000,000	132,000,000	<input type="radio"/> Yes <input type="radio"/> No

FIG. 190

FIG. 189 18900 19000 19000

19100



**FIG. 191**

090451850

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0		
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		

FIG. 192

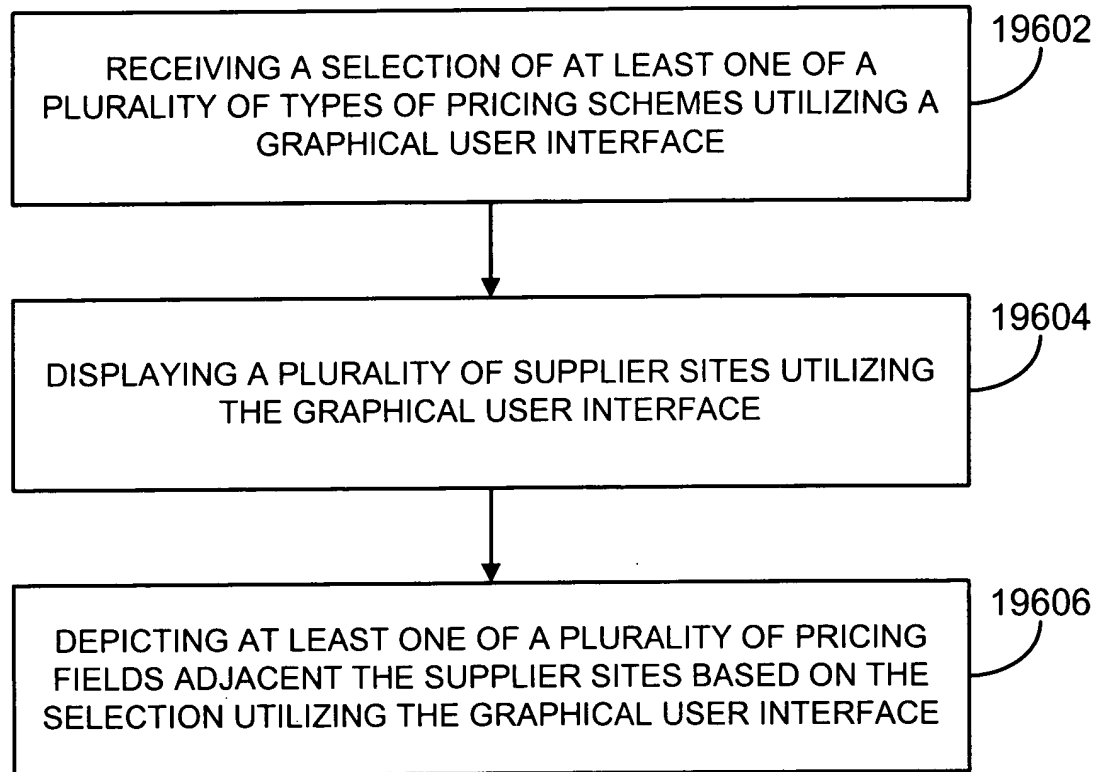
$\frac{1}{\sqrt{2}} \begin{pmatrix} 1 & i \\ 0 & 1 \end{pmatrix}$

**FIG. 194**

**FIG. 195**

[illegible]





**FIG. 196**

[illegible]

19700

<b>Total Rest. Growth Amount</b>		<b>Usage Period</b>	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

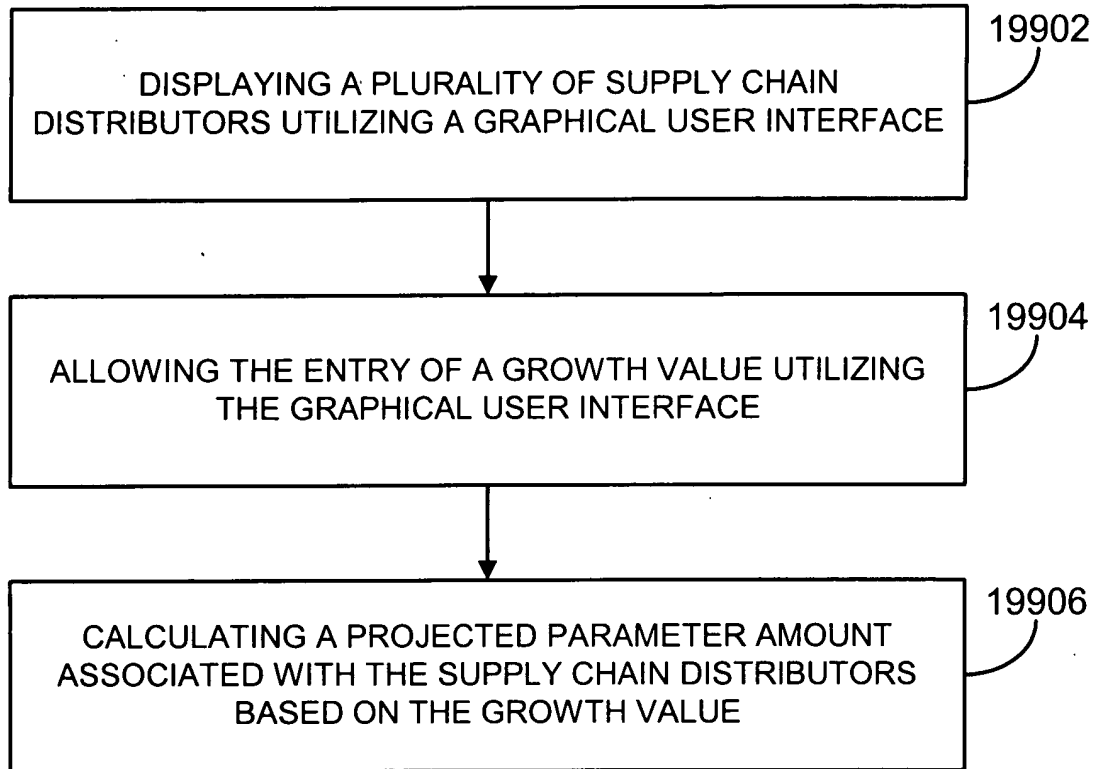
FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

**Invalid Selection**


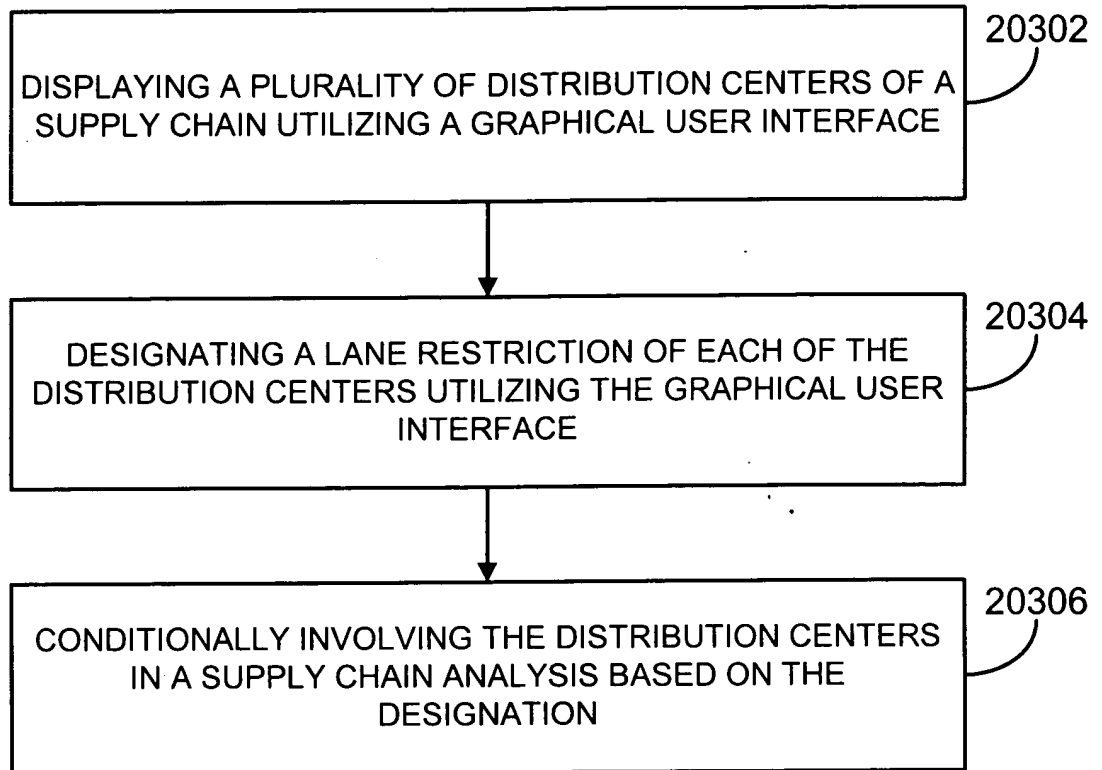

**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

FIG. 202

20000 20100 20200

20300



**FIG. 203**

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801

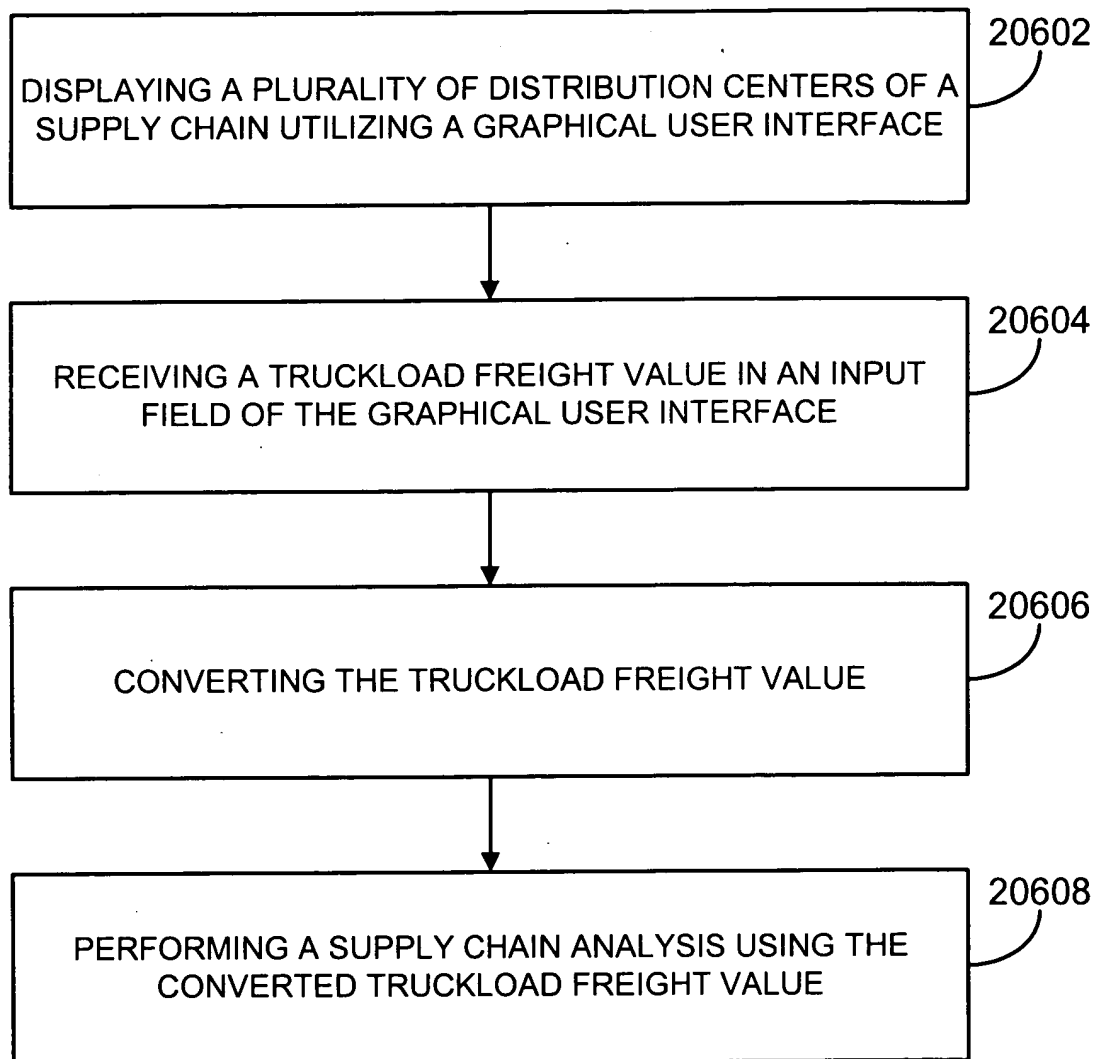
  

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20400  
 20500  
 20600  
 20700  
 20800  
 20900  
 21000  
 21100  
 21200  
 21300  
 21400  
 21500  
 21600  
 21700  
 21800  
 21900  
 22000  
 22100  
 22200  
 22300  
 22400  
 22500  
 22600  
 22700  
 22800  
 22900  
 23000  
 23100  
 23200  
 23300  
 23400  
 23500  
 23600  
 23700  
 23800  
 23900  
 24000  
 24100  
 24200  
 24300  
 24400  
 24500  
 24600  
 24700  
 24800  
 24900  
 25000  
 25100  
 25200  
 25300  
 25400  
 25500  
 25600  
 25700  
 25800  
 25900  
 26000  
 26100  
 26200  
 26300  
 26400  
 26500  
 26600  
 26700  
 26800  
 26900  
 27000  
 27100  
 27200  
 27300  
 27400  
 27500  
 27600  
 27700  
 27800  
 27900  
 28000  
 28100  
 28200  
 28300  
 28400  
 28500  
 28600  
 28700  
 28800  
 28900  
 29000  
 29100  
 29200  
 29300  
 29400  
 29500  
 29600  
 29700  
 29800  
 29900  
 30000

20600

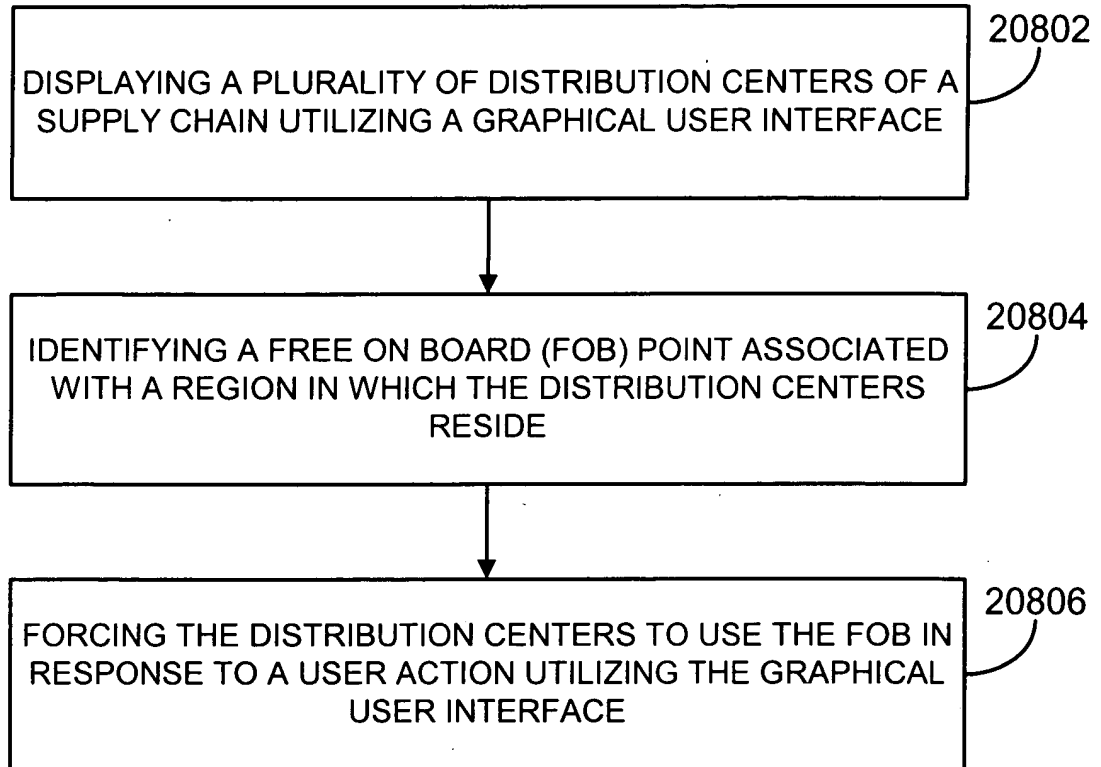


**FIG. 206**

**FIG. 207**



20800



**FIG. 208**

20900

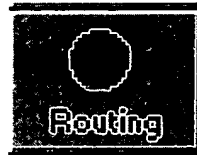


FIG. 209

21000

**Report Selection**

Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
	Freight Information Provided
	LTL Routing Grid By Lane
	Routing Results By Lane
	Routing Results By Lane, Item
	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
	TL Freight Variance Analysis

**Report Parameters**

Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

FIG. 210



FIG. 212

21200

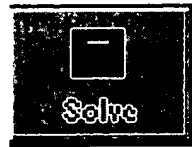


FIG. 212

21300

21302

**Report Selection**

**Report Type:** **Report Name:**

Awarded Volume

Awarded Volume

Comparison Reports

Cost Matrix Preview

Optimal Product Routing

Tab Reports

ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

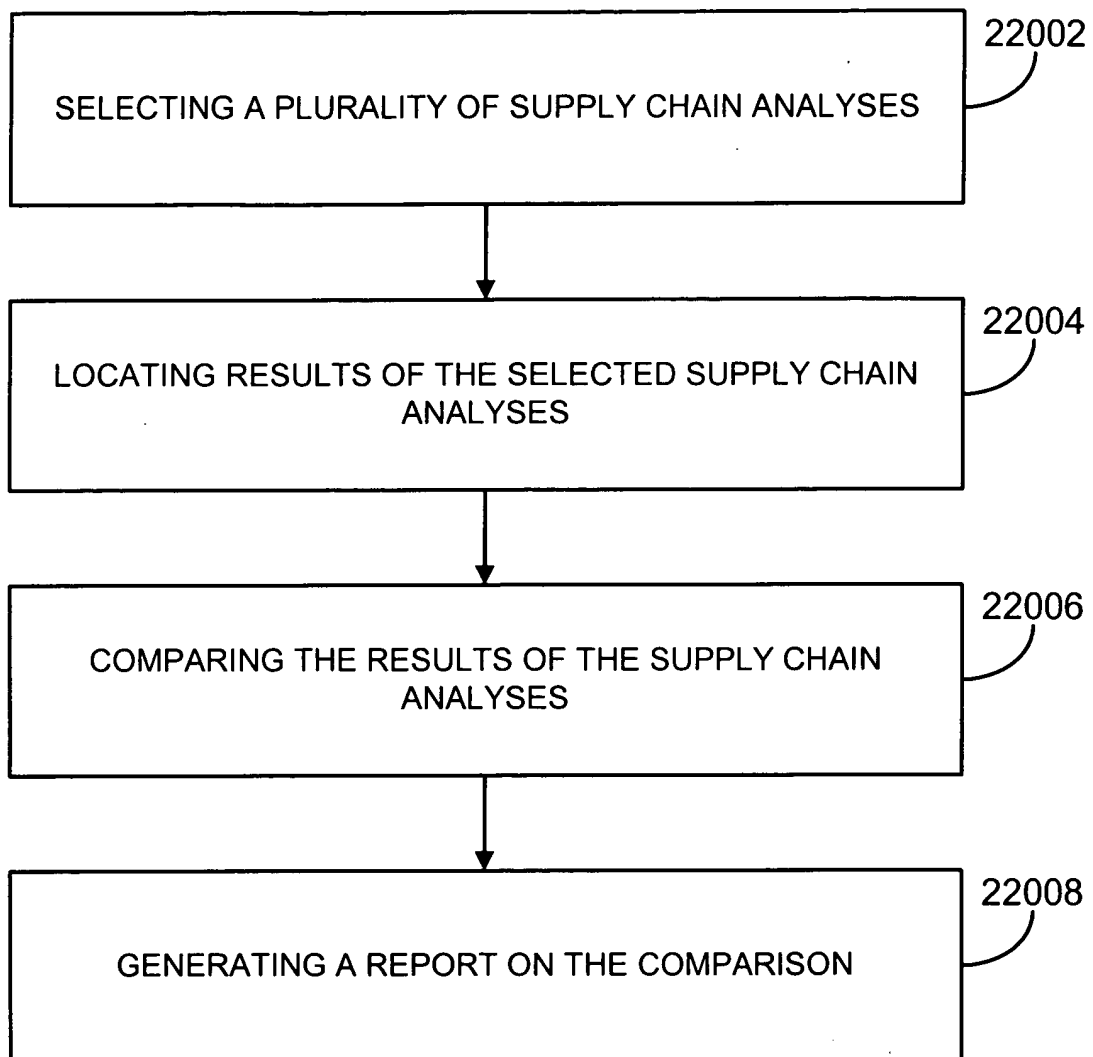
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

22100



FIG. 221

22200

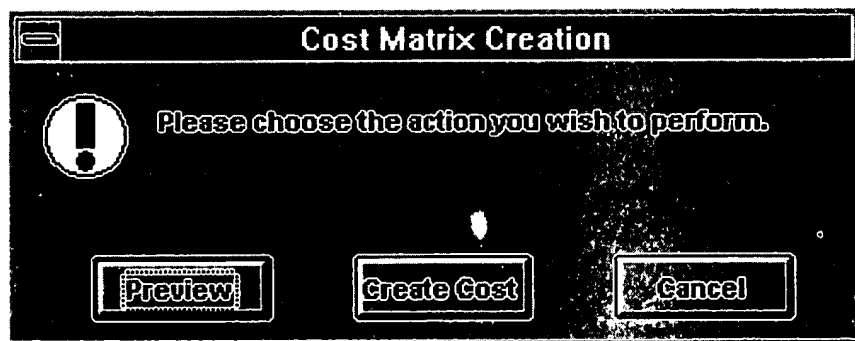


FIG. 222



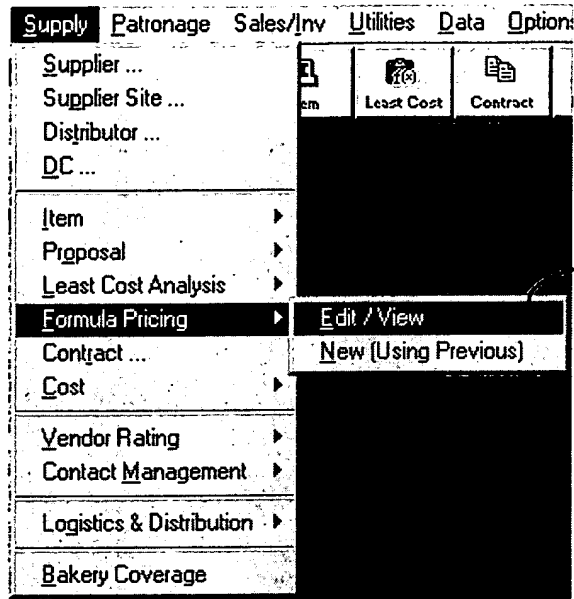


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98												
General info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tatr Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7980
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

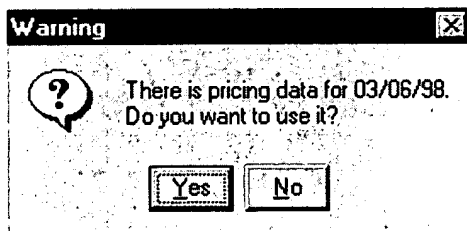


FIG. 226

22700

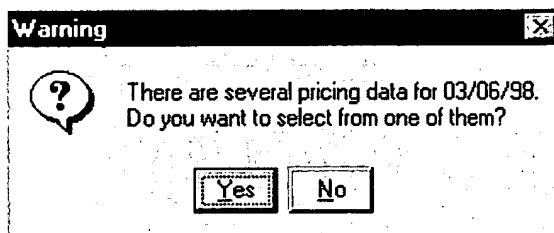


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

FIG. 228

**FIG. 230**



**FIG. 231**

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232

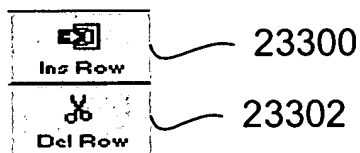


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier					
Supplier Site					
Distributor					
DC					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236